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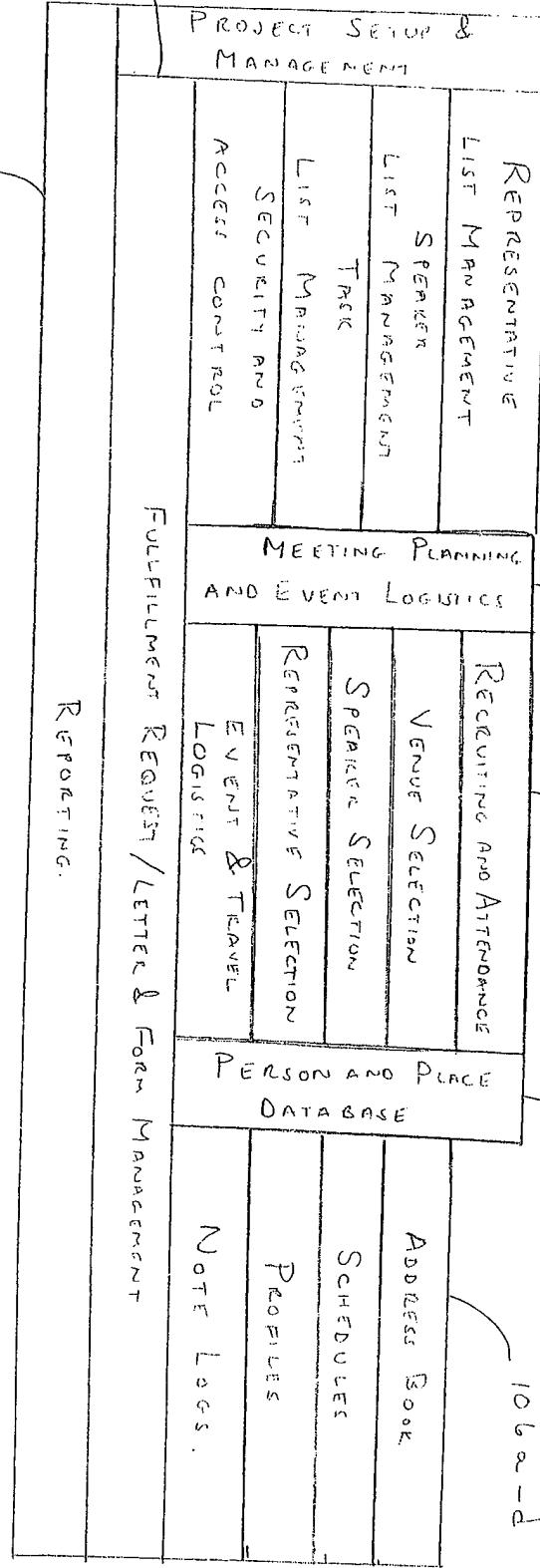


FIGURE 1

# MedEd Site: 2003



[Home](#) [Programs](#) [Speakers](#) [Topics](#) [Reports](#) [Profile](#) [Documents](#) [Help](#)

Welcome to the  
Website for  
MedEd Program  
Management!

We are very excited about the opportunity to provide you with turnkey meeting planning services and real-time meeting information via the web!



Have comments or suggestions about this web site?  
Great! Please send them to us by filling out the [Feedback form](#).



You can also call



## New 2004 Program Requests

We are happy to announce that you may now request 2004 programs. To do this, please select [2004](#) from the Project list below, then click on *Change Project*.

You may switch back to review 2003 programs by selecting the desired project in the list.

User:

[Send Feedback](#)

Project:

[LOGOUT](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 2

## Program Information Pages

The following pages can be accessed from the left menu on the Program Details section.

The screenshot shows a web-based application for managing program requests. The main header is 'x FHC'. The top navigation bar includes 'Home', 'Programs', 'Speakers', 'Topics', 'Reports', 'Profile', 'Documents', and 'Help'. Below the navigation is a menu bar with 'My Programs', 'Search', 'Request Program', 'Delete', 'Alerts', 'Budget Allocations', 'Other Programs', and 'Speaker Training'. The main content area is titled 'Program Information' and contains several sections:

- Program Details:** Shows 'Meeting Code: UNI-D044170', 'Topic: Normal Menstrual Bleeding: Diagnosis and Treatment', and 'Type: '.
- Budget Information:** Shows a budget table with columns 'Category', 'Amount', and 'Status'. The table includes rows for 'AV Expenses', 'Meeting Expenses', 'Miscellaneous', and 'Oncite Staff Fees'. The total amount is \$0.00.
- Expense Details:** Shows a table with columns 'Category', 'Amount', and 'Status'. The table includes rows for 'AV Expenses', 'Meeting Expenses', 'Miscellaneous', and 'Oncite Staff Fees'. The total amount is \$0.00.
- Expense Requests:** Shows a table with columns 'Category', 'Amount', and 'Status'. The table includes rows for 'AV Expenses', 'Meeting Expenses', 'Miscellaneous', and 'Oncite Staff Fees'. The total amount is \$0.00.
- Print Invitations:** Shows a table with columns 'Category', 'Amount', and 'Status'. The table includes rows for 'AV Expenses', 'Meeting Expenses', 'Miscellaneous', and 'Oncite Staff Fees'. The total amount is \$0.00.
- Evaluation:** Shows a table with columns 'Category', 'Amount', and 'Status'. The table includes rows for 'AV Expenses', 'Meeting Expenses', 'Miscellaneous', and 'Oncite Staff Fees'. The total amount is \$0.00.

Below these sections, there are two buttons:

- Approve Request:** This button is highlighted in red.
- Reject Request:** This button is in a grey box.

On the left side, there is a note: "Review the following program request." and "Select Approve Request and this program will be forwarded to the meeting coordinator at: [redacted]". On the right side, there is a note: "Select Reject Request and this program will be returned to the requester. Enter the reason the requested was rejected." Below these notes is a "Reason:" text area and a "Reject Request" button.

At the bottom of the page, there are links for "Project", "Change Project", and "Send Feedback".

FIGURE 3

Home | Programs | Speakers | Topics | Reports | Profile | Documents | Help | <http://www.surveymonkey.com/s/000-203-0188>

My Programs | Search | Request Program | **Detail** | Alerts | Budget Allocations | Other Programs | Speaker Training

**Program Information**

**Meeting Code:** F-INL-DD44170  
**Topic:** Abnormal Menstrual Bleeding: Diagnosis and Treatment  
**Type:** Seminar

**Expense Details**

|       |        |
|-------|--------|
| Total | \$0.00 |
|-------|--------|

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at

**Approve Request**

Select **Reject Request** and this program will be returned to the requester. Enter the reason the requested was rejected.

**Reason:**

**Reject Request**

[Project | 2004 Update](#) | [Logout](#) | [Home](#) | [Help](#) | [Send Feedback](#)

[Create Project](#)

FIGURE 4

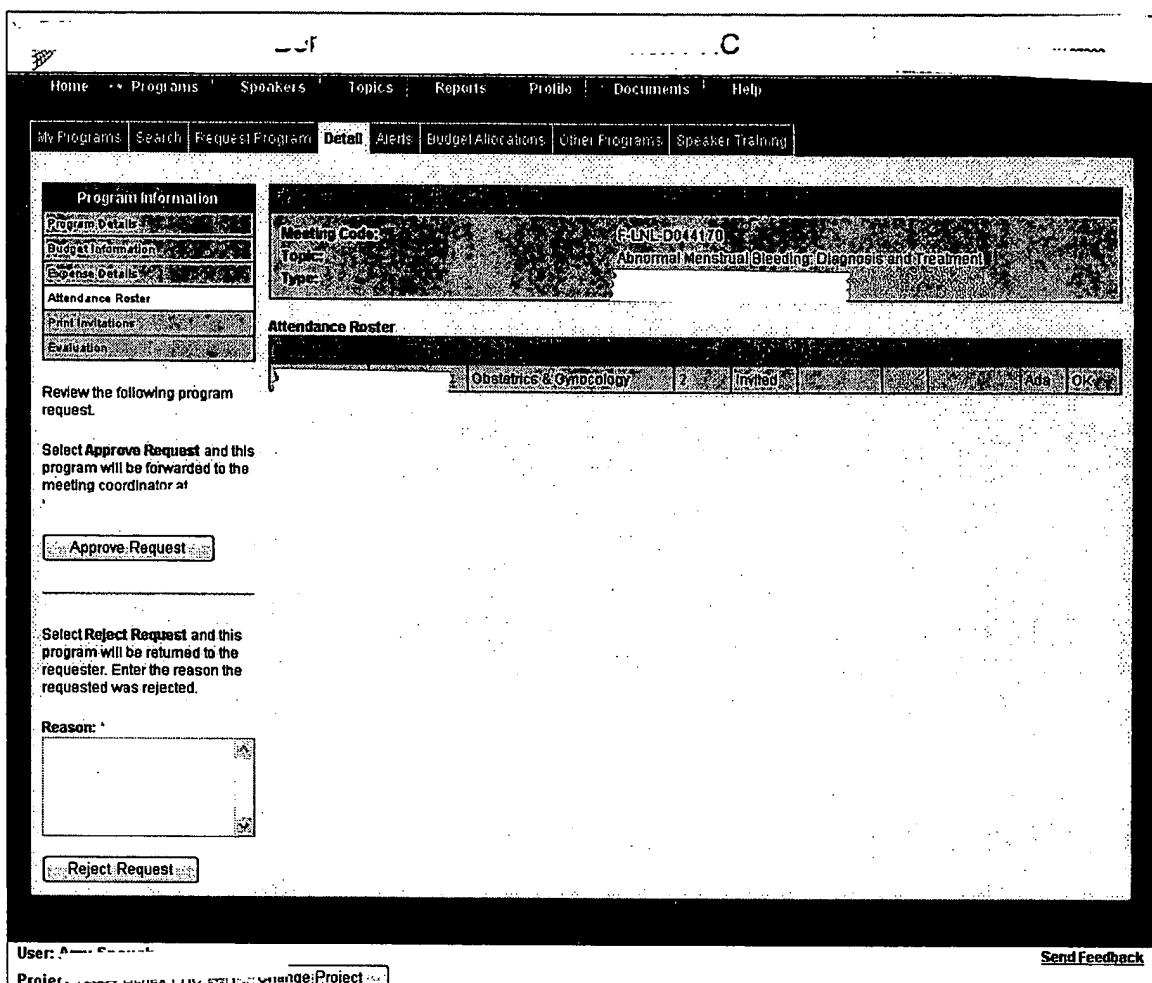


FIGURE 5

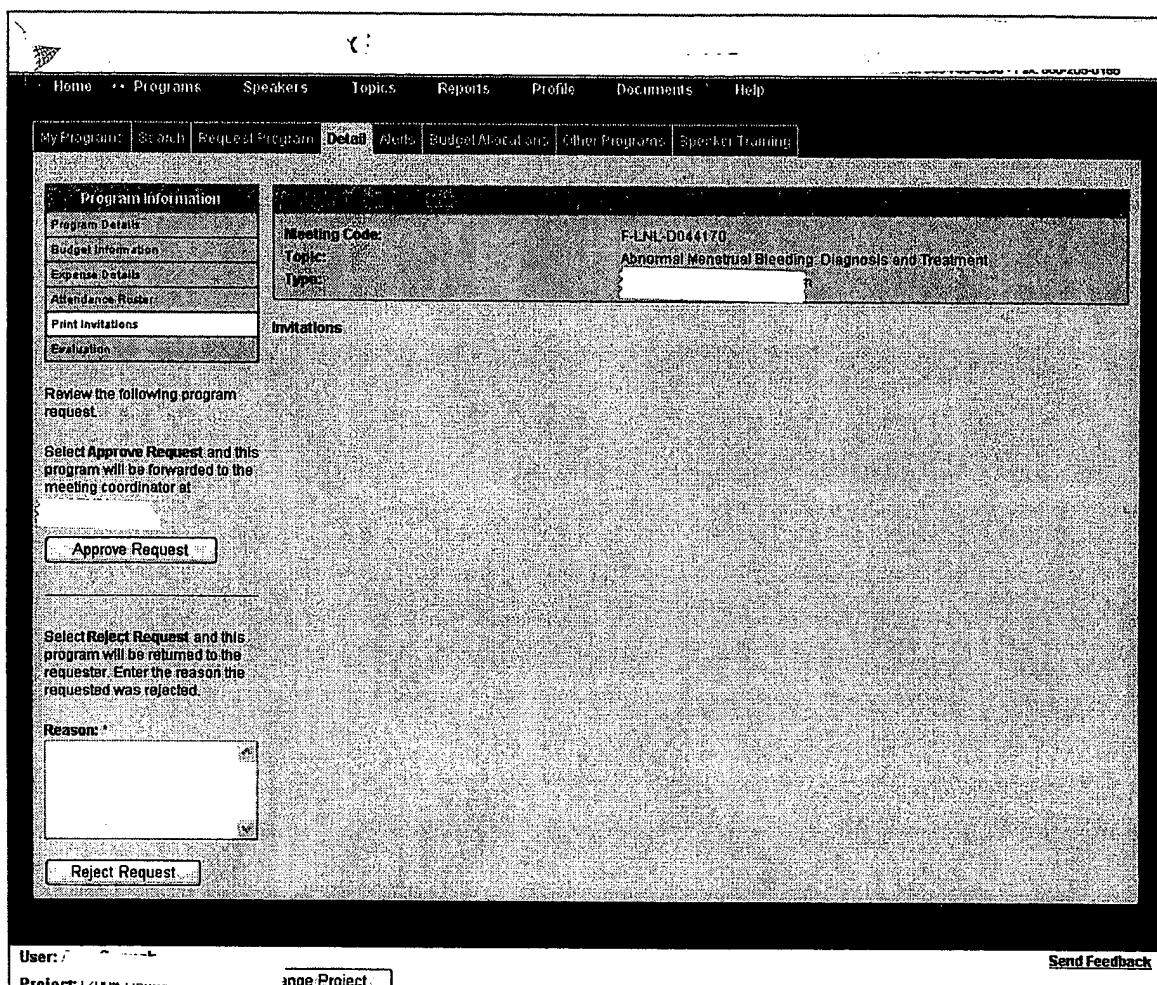


FIGURE 6

Home    Programs    Speakers    Topics    Reports    Profile    Documents    Help

My Programs    Search    Request Program    Detail    Alerts    Budget Allocations    Other Programs    Speaker Training

**Program Information**

|                    |   |
|--------------------|---|
| Program Details    | Meeting Code: F-UNL-D044170                                 |
| Budget Information | Topic: Abnormal Menstrual Bleeding: Diagnosis and Treatment |
| Speaker Details    | Type: <input type="text"/>                                  |
| Attendance Report  | Speaker: <input type="text"/>                               |
| Print Invitations  | Venue: Carl Albert Indian Hospital                          |
| Evaluation         |   |

**Evaluation**

The planning and execution of useful and educationally sound continuing education activities are guided in large part by input from our representatives that are hosting them. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete this evaluation form. Your responses will help ensure that future programs are informative and meet the educational needs of our customers.

Please complete the evaluation using a scale of 1-5 (5 being the best, 1 being the lowest).

**SPEAKER EVALUATION:**

Demonstrated current knowledge of the topic.  5  4  3  2  1

Was an effective presenter.  5  4  3  2  1

Effectively met the learning objectives of the program.  5  4  3  2  1

Overall speaker rating.  5  4  3  2  1

Please provide any additional comments pertaining to this speaker (positive and negative):

**REASON:**

**PLEASE RATE THE PROGRAM BASED UPON THE FOLLOWING:**

|                                     |   |
|-------------------------------------|---|
| Program met the learning objectives | <input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1 |
| Participant/Speaker Interaction     | <input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1 |

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# Search

The following search section has been added in November.

**C**

The screenshot shows a search interface with the following fields and sections:

- Rep Information:** Last Name, First Name, Territory.
- Program Information:** Meeting Code, Program Status (checkbox checked).
- Venue Information:** Venue Name, City, State.
- Program Date Start:** Enter starting date to return meetings on that date.
- Program Date End:** Enter ending date to return meetings between the starting and ending dates.
- Speaker Information:** Last Name, First Name.

Instructions at the bottom: "Please enter the desired search criteria. All of the fields are optional. You may use the \* as a wildcard character." and "To clear the search criteria, click on the New Search button."

Buttons: Search, New Search.

Footer: Search, Project: [redacted], Project [redacted], Send Feedback, Version: 1.1.1416.28009, Build Date: 11/17/2003 3:33:38 PM, LOGOUT.

FIGURE 8

## Recaptured Screens

The screens in this section are already present in the Berlex patent. However, many were missing data, so I re-captured them with better data. You can use them if you think it will better explain the functionality.

The screenshot shows a software interface with a dark header bar containing the text "Berlex 1000-000-0200 - Fax 800-205-0100". Below the header is a navigation menu with links: Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. A "Send Feedback" link is located in the top right corner. The main content area features a table titled "My Programs" with a sub-section "Program Status". The table has two columns: "Program Status" and "Count". The data is as follows:

| Program Status                 | Count |
|--------------------------------|-------|
| Pending Request                | 1     |
| Request Submitted for Approval | 4     |
| Request Approved               | 1     |
| Request Denied                 | 0     |
| In Progress                    | 8     |
| Set to complete                | 5     |
| Completed                      | 0     |
| Reconnected                    | 0     |
| Postponed                      | 1     |
| Cancelled                      | 0     |
| Programs Registered/Evaluated  | 0     |

At the bottom left is a "LOGOUT" link, and at the bottom right are the text "Version: 1.1.1416.2009" and "Build Date: 1/17/2009 3:33:36 PM".

FIGURE 9

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Home > Programs > Speakers > Topics > Reports > Profile > Documents > Help

My Programs Search Request Program Alerts Budget Allocated Other Programs Speaker Training

**Pending Request**

Meotku Code Territory Ren. Speaker Topic Status Last Action Date Rec'd Date

E-CME-00000000 Ren. Approach to Managing Abnormal Uterine Bleeding Approved 11/12/2003 5:32:00 PM

You can click on any column header to sort by that column

Logout Change Project

Send Feedback

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 10

Home Programs Speakers Topics Reports Profile Documents Help

My Programs Edition Requests for Approval Alerts Budget Monitor Other Reporting Edit User Training

**Request Submitted for Approval**

Export to Excel

| Meeting Code    | Iteration | Rep. | Speaker | Topic  | Type | Status                         | Meeting Date | Submitted Date        |
|-----------------|-----------|------|---------|--|------|--------------------------------|--------------|-----------------------|
| E-CME-E034125-1 | E034125   |      |         | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 02/09/2004   | 10/19/2003 8:53:33 PM |
| E-CME-C077392   | C077392   |      |         | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 03/04/2004   | 10/19/2003 9:25:58 PM |
| E-GR-E037584    | E037584   |      |         | Greater Contraceptive Choices  |      | Request Submitted for Approval | 04/09/2004   | 10/20/2003 1:09:04 PM |
| E-CME-C077392-2 | C077392   |      |         | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 04/01/2004   | 10/20/2003 8:58:34 PM |

1 You can click on any column header to sort by that column

[Change Project](#)

[LOGOUT](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 11

Home | Programs | Speakers | Topics | Reports | Profile | Documents | Help

My Programs | Search | Request Program | Alerts | Budget Allocations | Other Requests | Speaker Training | [Export to Excel](#)

**Request Approved**

| Meeting Code | Yearbook | Reqs | Comments | Year                      | Index | Category | Meeting Date | Request Date           | Approved               |
|--------------|----------|------|----------|---------------------------|-------|----------|--------------|------------------------|------------------------|
| EPRO-0000000 |          |      |          | IUS: The Mirena Advantage |       |          | 01/30/2004   | 11/11/2003 12:39:59 PM | 11/11/2003 12:40:44 PM |
| 1            |          |      |          |                           |       |          |              |                        |                        |

You can click on any column header to sort by that column.

[Change Project](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:30 PM

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| Request Denied     |           |         |  |          |                |                        |
|--------------------|-----------|---------|--|----------|----------------|------------------------|
| Request ID         | Requester | Speaker | Topic  | Document | Status         | Requester              |
| RHC-PRO-A077102    | A077102   |         | IUS: The Mirena Advantage  |          | Request Denied | 02/08/2003 8:52:47 PM  |
| RHC-CSC-A014010    |           |         | Demystifying PMS: The Chemical/Hormonal Spectrum                           |          | Request Denied | 03/08/2003 10:24:40 AM |
| RHC-CSC-A037036    | A037036   |         | Demystifying PMS: The Chemical/Hormonal Spectrum                           |          | Request Denied | 04/08/2003 2:09:38 PM  |
| RHC-CME-B017154-2  | B017154   |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |          | Request Denied | 05/14/2003 4:07:42 PM  |
| RHC-CR-A067088     | A067088   |         | HRT: the estrogen controversy since WHI                                    |          | Request Denied | 04/18/2003 4:44:15 PM  |
| RHC-CSC-A037036-2  | A037036   |         | Demystifying PMS: The Chemical/Hormonal Spectrum                           |          | Request Denied | 03/18/2003 9:21:08 PM  |
| RHC-CME-B037484    | D037484   |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |          | Request Denied | 05/07/2003 5:13:08 PM  |
| RHC-CME-A037038    | A037038   |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |          | Request Denied | 04/29/2003 10:44:15 PM |
| RHC-PRO-E087676    | E087676   |         | IUS: The Mirena Advantage  |          | Request Denied | 05/29/2003 4:52:00 PM  |
| RHC-CME-A037040-37 | A037040   |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |          | Request Denied | 04/30/2003 9:22:44 PM  |

1214  
You can click on any column header to sort by that column

[Send Feedback](#)

Version: 1.1.1416.28000  
Build Date: 1/17/2003 3:33:38 PM

[Change Project...](#)

FIGURE 13

| In Progress      |                  |     |         |   |            |          |             |
|------------------|------------------|-----|---------|---|------------|----------|-------------|
| Meeting Code/Ref | Termination Date | Ref | Speaker | Topic   | Start Date | End Date | Status      |
| EHC-GR-7110-2    | AD97122          |     |         | Yasmin and Mirena Program                             |            |          | In Progress |
| EHC-GR-7020-2    | AD27020          |     |         | Greater Contraceptive choices for Enhancing Health    |            |          | In Progress |
| EHC-GR-7098-2    | AD77098          |     |         | Greater Contraceptive Choices for Enhancing Health    |            |          | In Progress |
| EHC-GR-7038      | AD37038          |     |         | DIFFERENT FORMS OF CONTRACEPTION FOR QUALITY OF LIFE  |            |          | In Progress |
| EHC-GR-7280-2    | C057380          |     |         | Greater Contraceptive Choices for Enhancing Health    |            |          | In Progress |
| EHC-GR-7234      | B087234          |     |         | Contraceptive Update                                  |            |          | In Progress |
| EHC-GR-7234-2    | B087234          |     |         | Contraceptive Update                                  |            |          | In Progress |
| EHC-GR-7014-2    | A017014          |     |         | Reproductive Health Benefits Throughout the Lifecycle |            |          | In Progress |
| EJ-HL-C09        | C09              |     |         | Noncontraceptive Benefits of Oral Contraceptives      |            |          | In Progress |

You can click on any column header to sort by that column

[Change Project](#)

Send Feedback  
Version: 1.1.1416.2009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 14

Home <> Programs Speakers Topics Reports Profile Documents Help

**My Programs** Search Recent Programs Plans Budget Allocations Other Programs Speaker Training

**Set-up complete**

**Export to Excel**

| Meeting Code  | Location | Speaker | Topic  | Date | Status          | Owner | Meeting Date |
|---------------|----------|---------|--|------|-----------------|-------|--------------|
| FHC-GR-7112   | A087112  |         | Contraceptive Update                                   |      | Set-up complete |       | 05/20/2004   |
| FHC-GR-7189   |          |         | Reproductive Health Benefits Throughout the Life Cycle |      | Set-up complete |       | 03/15/2004   |
| FHC-GR-7040   | A037040  |         | Reproductive Health Benefits Throughout the Life C     |      | Set-up complete |       | 01/22/2004   |
| FHC-GR-7280   | B097280  |         | IUD Update   |      | Set-up complete |       | 02/05/2004   |
| FHC-GR-7362-2 | C057382  |         | PM9  |      | Set-up complete |       | 04/28/2004   |

You can click on any column header to sort by that column.

**Change Project**

**Send Feedback**

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:36 PM

FIGURE 15

| My Programs      |                  |        |                   |   |   |                  |                 |
|------------------|------------------|--------|-------------------|---|---|------------------|-----------------|
| Health           | Request Programs | Skills | From my Dashboard | Budget Allocations                                    | Other Programs                                    | Speaker Training | Export to Excel |
| <b>Completed</b> |                  |        |                   |   |   |                  |                 |
| Meeting Code     | Ref#             | Ref#   | Subject           | Title   | Date  | Status           | Meeting Details |
| FHC-GR-7110      | A097110          |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 02/28/2003      |
| FHC-GR-7116      | A087116          |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 01/10/2003      |
| FHC-GR-7564      |                  |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 01/17/2003      |
| FHC-CSC-7080     | A047056          |        |                   | Managing PMS: The Chemical/Hormonal Spectrum          | 2003 Berlex CSC Meeting (FHCSC-0103)              | Completed        | 02/27/2003      |
| FHC-GR-7362      | C057362          |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 02/1/2003       |
| FHC-GR-7362      | C057362          |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 08/08/2003      |
| FHC-GR-7570      | E027570          |        |                   | Contraception   | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 03/05/2003      |
| FHC-GR-7082      | A047082          |        |                   | Reproductive Health Benefits Throughout the Lifecycle | 2003 Berlex Grand Rounds (FHCGRD-0103)            | Completed        | 02/17/2003      |
| FHC-PRO-4260     | D024260          |        |                   | IUS: The Mirena Advantage                             | 2003 Berlex Promotional Dinner Meeting (PRO-0103) | Completed        | 02/1/2003       |
| FHC-PRO-4260     | D024260          |        |                   | IUS: The Mirena Advantage                             | 2003 Berlex Promotional Dinner Meeting (PRO-0103) | Completed        | 02/1/2003       |
| 1                | 2                | 3      | 4                 | 5   | 6   | 7                | 8               |
| 9                | 10               |        |                   |   |   |                  |                 |

FIGURE 16

[My Programs](#) [Request Program](#) [Alerts](#) [Program Allocations](#) [Budget Allocations](#) [Other Programs](#) [Speaker Training](#)

## Reconciled

 [Export to Excel](#)

There are no programs of this status currently in your territory.

User: 1

Project: 201  [Change Project](#)

[LOGOUT](#)

[Send Feedback](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 17

| My Programs   |           |           |         |  |      |          |           |
|---------------|-----------|-----------|---------|--|------|----------|-----------|
| Meeting Code  | Thumbnail | Relevance | Speaker | Topic  | Type | Location | Status    |
| HIC-CR-4125   |           |           |         | Greater Contraceptive Choices for Enhancing Health                         |      |          | Postponed |
| HIC-CR-7044   |           |           |         | CONTRACEPTIVE OPTIONS: Customizing Contraceptives                          |      |          | Postponed |
| HIC-CME-7169  |           |           |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |      |          | Postponed |
| HIC-CME-7204  |           |           |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |      |          | Postponed |
| HIC-CME-7015  |           |           |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |      |          | Postponed |
| HIC-CME-7438  |           |           |         | Reproductive Health Benefits throughout the Lifecycle                      |      |          | Postponed |
| HIC-CME-42052 |           |           |         | Reproductive Health Benefits throughout the Lifecycle                      |      |          | Postponed |
| HIC-CR-7388   |           |           |         | Innovations in Contraceptive Technology (???)                              |      |          | Postponed |
| HIC-CME-73024 |           |           |         | Reproductive Health Benefits throughout the Lifecycle                      |      |          | Postponed |
| HIC-CME-1654  |           |           |         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life |      |          | Postponed |
| 12            |           |           |         |  |      |          |           |

You can click on any column header.

[Send Feedback](#)

Version: 1.1.1410.20009  
Build Date: 11/17/2003 3:33:38 PM

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| <a href="#">Home</a> <a href="#">Programs</a> <a href="#">Speakers</a> <a href="#">Topics</a> <a href="#">Reports</a> <a href="#">Profile</a> <a href="#">Documents</a> <a href="#">Help</a>   |         |       |         |      |                                       |           |            |
|--|---------|-------|---------|------|---------------------------------------|-----------|------------|
| <a href="#">My Programs</a> <a href="#">Search</a> <a href="#">Review a Program</a> <a href="#">Alerts</a> <a href="#">Program Applications</a> <a href="#">Submit Feedback</a> <a href="#">Other Programs</a> <a href="#">Site and Training</a> |         |       |         |      |                                       |           |            |
| <a href="#">Export to Excel</a>  |         |       |         |      |                                       |           |            |
| <b>Cancelled</b>   |         |       |         |      |                                       |           |            |
| Meeting Code   | Title   | Topic | Speaker | Year | Event                                 | Month     | Year       |
| FHC-CSC-7080-2   | AD57088 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 08/28/2003 |
| FHC-GR-7114  | AD87114 |       |         | 2003 | Grand Rounds (FHCGRD-0103)            | Cancelled | 05/07/2003 |
| FHC-PRO-7390   | C077390 |       |         | 2003 | Promotional Dinner Meeting (PRO-0103) | Cancelled | 02/21/2003 |
| FHC-CSC-7080-2   | AD47058 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 01/21/2003 |
| FHC-CSC-7080-1   | AD47058 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 02/27/2003 |
| FHC-CSC-7080-4   | AD47058 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 02/07/2003 |
| FHC-PRO-1260-2   | D024260 |       |         | 2003 | Promotional Dinner Meeting (PRO-0103) | Cancelled | 01/31/2003 |
| FHC-CSC-7088   | AD77096 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 01/28/2003 |
| FHC-CSC-7088-3   | AD77096 |       |         | 2003 | CSC Meeting (FHCCSC-0103)             | Cancelled | 02/04/2003 |
| FHC-GR-7098  | AD77096 |       |         | 2003 | Grand Rounds (FHCGRD-0103)            | Cancelled | 04/30/2003 |
| 1 2 3 4 5 6  |         |       |         |      |                                       |           |            |
| You can click on any column header to sort by that column  |         |       |         |      |                                       |           |            |
| <a href="#">Send Feedback</a>  |         |       |         |      |                                       |           |            |
| Version: 1.1.1418.2009<br>Build Date: 11/17/2003 3:33:30 PM  |         |       |         |      |                                       |           |            |

FILEDCE 19

Home | Programs | Services | Topics | Reports | Profile | Documents | Help

Tel: 800-700-4230 | Fax: 800-292-0499

MyPrograms | Evaluate | Project Status | Add | Edit | Delete | Search | Advanced Search | Log Out | Help | Log In

**Programs Requiring Evaluation**

[Export to Excel](#)

| Program Code | Program Name | Program Description                              | Program Status | Created    | Modified   |
|--------------|--------------|--|----------------|------------|------------|
| ELB-009      | COS          | Noncontraceptive Benefits of Oral Contraceptives | Completed      | 11/20/2003 | 11/20/2003 |

You can click on any column header to sort by that column

[Send Feedback](#)

[Logout](#) | [Change Project](#)

Version 1.1.1410.2009  
Build Date: 11/17/2003 3:33:30 PM

FIGURE 20

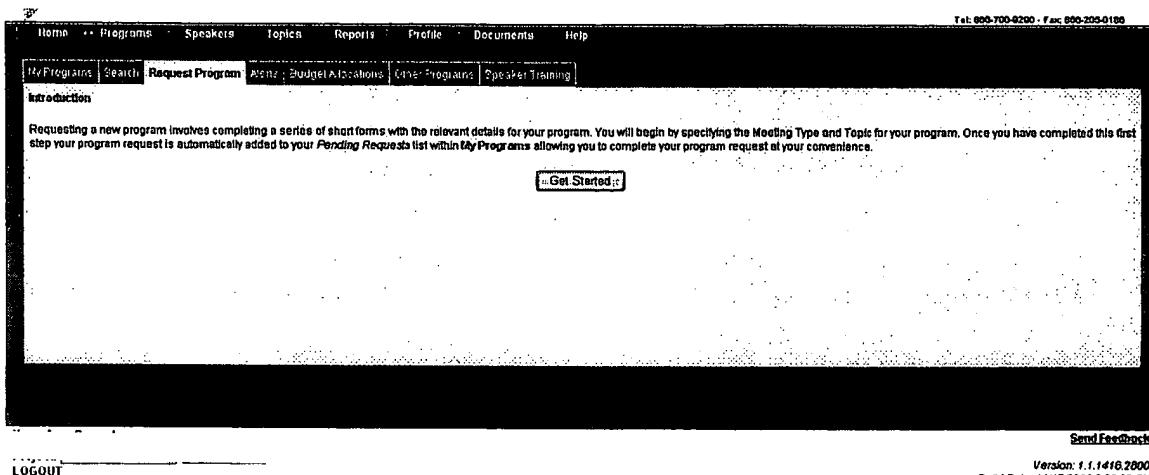


Figure 21A

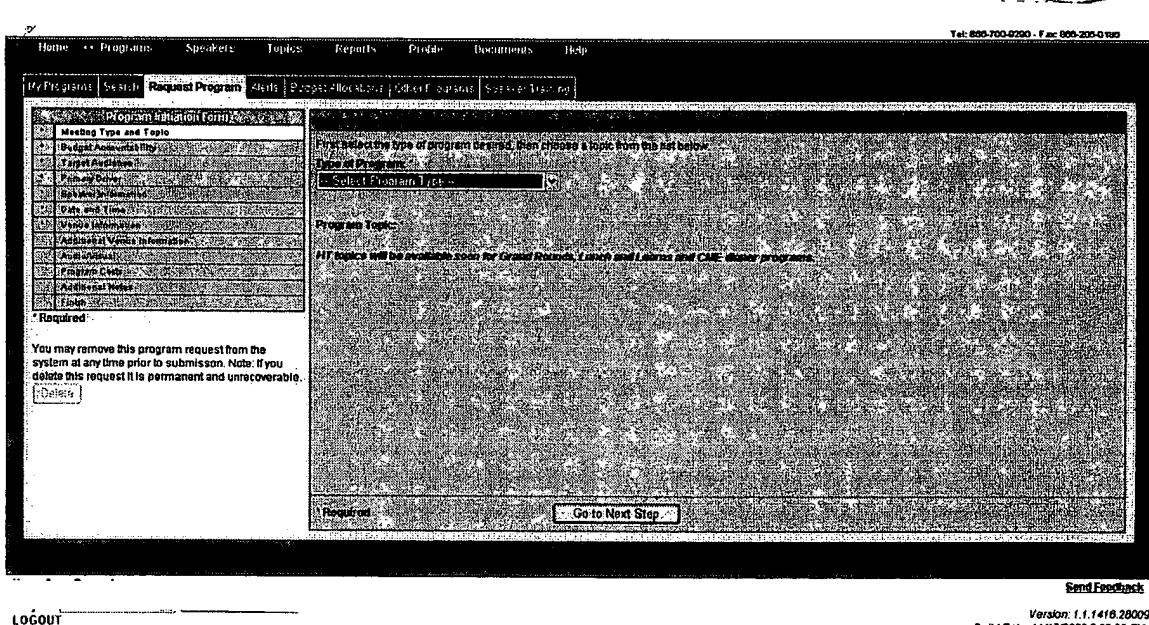


Figure 21B

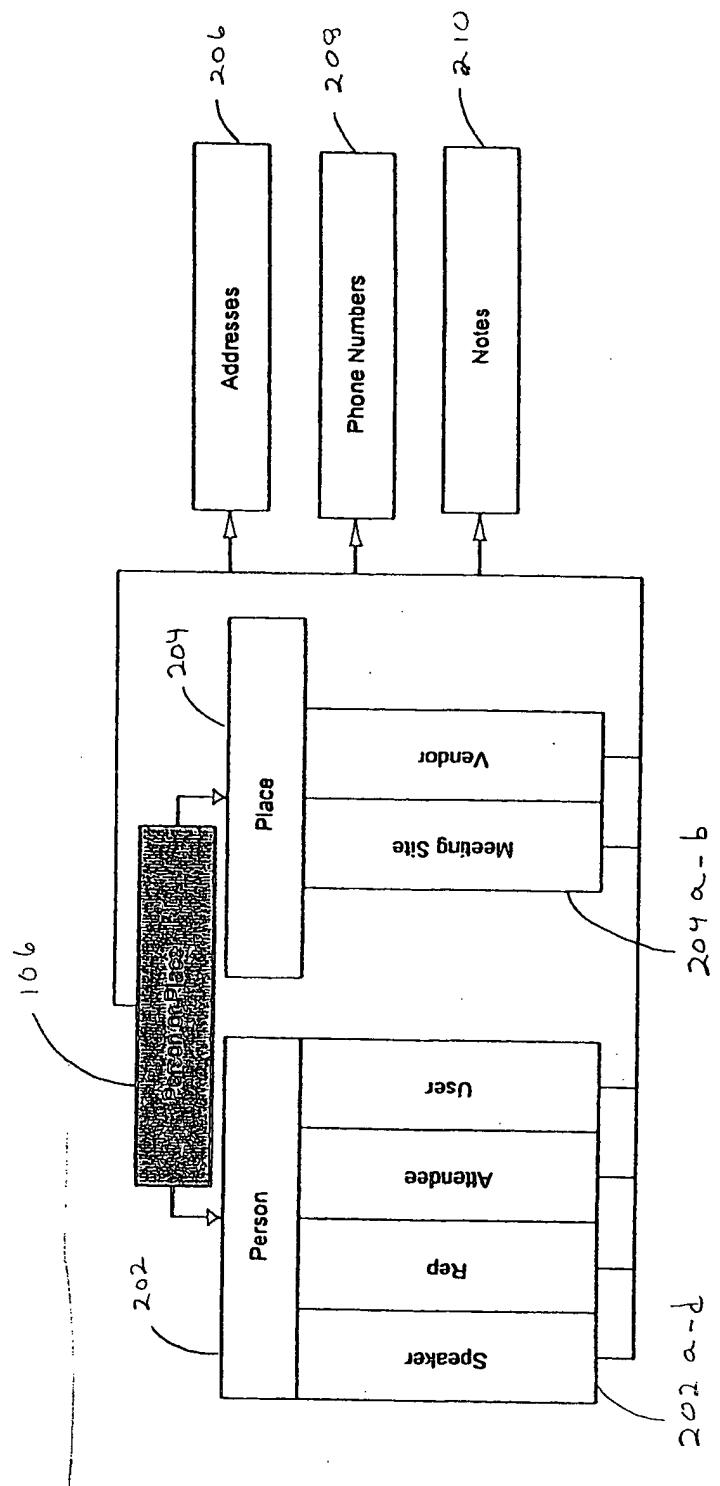


FIGURE 22

\*\*FOR TRAINING PURPOSES ONLY\*\*

Good Morning

|                |  |         |
|----------------|--|---------|
| <u>Step 1:</u> | Select application mode:<br><input type="text"/>                     | 303     |
| <u>Step 2:</u> | Select an existing client or add a new one:<br><input type="text"/>  | 302     |
| <u>Step 3:</u> | Select an existing brand or add a new one:<br><input type="text"/>   | 304     |
| <u>Step 4:</u> | Select an existing project or add a new one:<br><input type="text"/> | 306     |
|                | <input type="text"/> <input type="text"/>                            | 308     |
|                | <input type="text"/> <input type="text"/>                            | 310 312 |

FIGURE 23

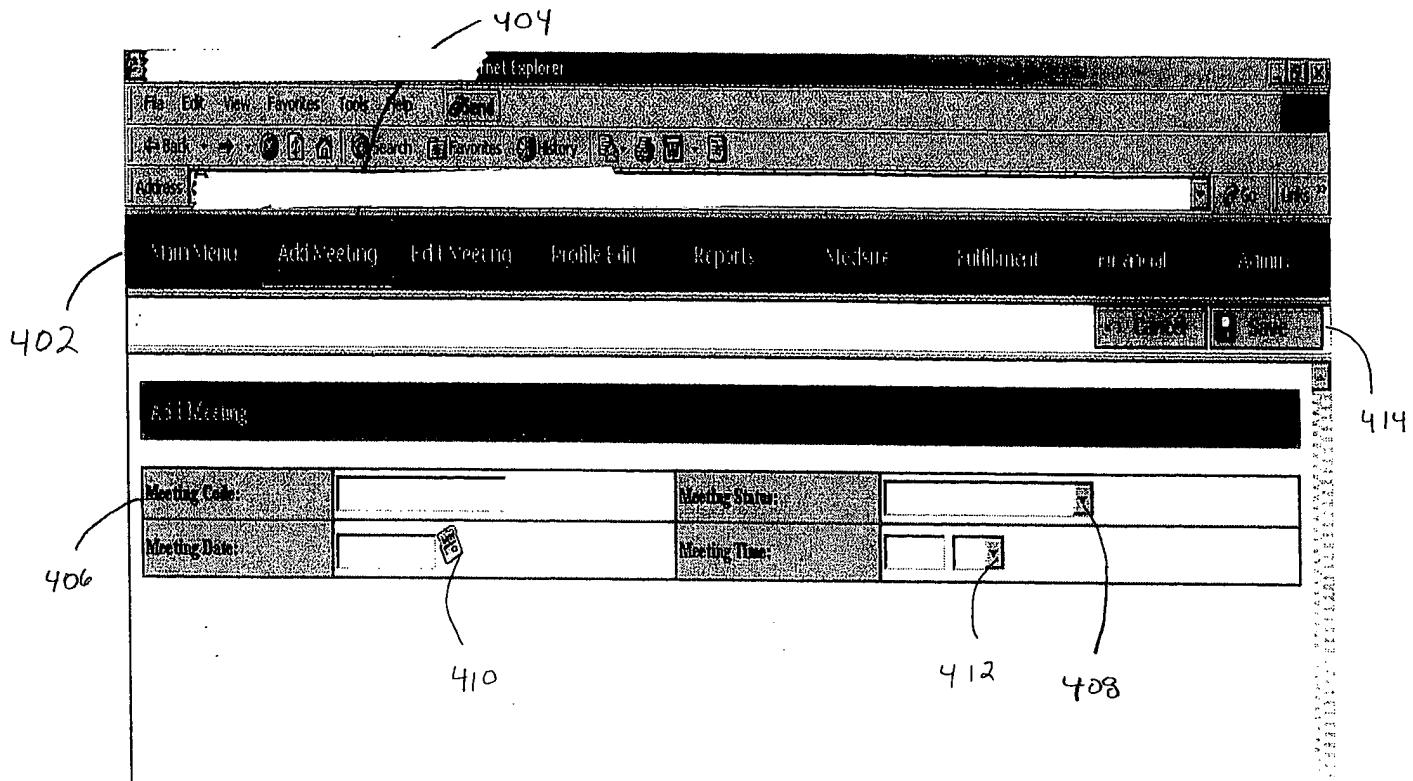


FIGURE 24

## Meeting Type and Topic

The first step in adding a meeting is to choose a Meeting Type and Topic.

The screenshot shows a web-based application for program initiation. The top navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below this is a secondary navigation bar with links for My Programs, Search, Request Program, Alerts, Budget Allocations, Other Programs, and Speaker Training. The main content area is titled "Program Initiation Form" and contains a sidebar with the following sections:

- Meeting Type and Topic
- Budget Availability
- Target Audience
- Primary Driver
- Secondary Information
- Date and Time
- Location
- Additional Notes
- Print

Below the sidebar, a message reads: "First select the type of program desired, then choose a topic from the list below." A dropdown menu titled "Type of Program" is open, showing the following options:

- Medical Approach to Managing Abnormal Uterine Bleeding
- Non-contraceptive Benefits of Oral Contraceptives: The Basis for Individual Choice

Below the dropdown, a note states: "If topics will be available soon, see [List of Available Programs and Topics](#) and [CME Credit Opportunities](#)".

At the bottom of the form, there are buttons for "Program 4" and "Go to Next Step". On the right side, there is a "Send Feedback" link. The bottom of the page includes a "LOGOUT" link and a footer with version information: "Version: 1.1.1416.28009" and "Build Date: 11/17/2003 3:33:38 PM".

FIGURE 25

## Budget Accountability

Budget accountability can be assigned to one or more reps on the Budget Accountability page.

The screenshot shows a web-based application for managing program requests. At the top, there is a navigation bar with links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below the navigation bar, there are tabs for My Programs, Search, and Request Program. The Request Program tab is active, showing a sub-menu with links for Alerts, Budget Allocations, Other Programs, and Speaker Training.

The main content area is titled "Program Initiation Form" and contains a "Marketing Type and Topic" section with a dropdown menu. Below this, there is a "Budget Accountability" section with a table showing budget allocation for three representatives: "REP1" (100.0000), "REP2" (0.0000), and "REP3" (0.0000). The total budget is listed as "Total: 100".

Instructions for budget allocation are provided: "If you need to share the cost of a program with other territories, you may do so by adding additional reps and assigning a percentage of the budget they will be responsible for. The total budget allocation must equal 100% before you may submit the program request." and "To add a rep, click on the Search for Rep button. You can remove a rep from the program by clicking on the X icon. To change the budget percentage, click on the Edit link. Enter the desired percentage in the box and then click Update. You can undo changes by clicking on Cancel."

Below the budget table, there is a note: "You could like to evenly distribute the budget allocation amongst all other reps, click on the Auto Allocate button." A "Search for Rep" button and an "Auto Allocate" button are also present.

At the bottom of the form, there is a "Required" field and a "Go to Next Step" button.

At the very bottom of the page, there are links for "Use", "Send Feedback", "Version: 1.1.1416.28009", and "Build Date: 11/17/2003 3:33:38 PM".

FIGURE 26

## Target Audience

The following page allows users to designate the number of attendees, the target audience type, and specific targeted medical professionals.

The screenshot shows a web-based application for program initiation. The top navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. A sub-navigation bar for 'Request Program' includes links for Create, Budget Allocations, Other Programs, and Speaker Training. The main form is titled 'Program Initiation Form' and contains the following fields:

- Meeting Type and Topic:** (dropdown menu)
- Budget Availability:** (dropdown menu)
- Target Audience:** (dropdown menu)
- Primary Doctor:** (dropdown menu)
- Primary Interpreter:** (dropdown menu)
- Date and Time:** (dropdown menu)
- Venue Information:** (dropdown menu)
- Additional Venue Information:** (dropdown menu)
- Audience:** (dropdown menu)
- Program Costs:** (dropdown menu)
- Additional Notes:** (dropdown menu)

Below these fields is a section titled 'Required' containing a note about removing the request and a 'Delete' button.

The right side of the form includes a 'Search for Targets' section with a dropdown menu for 'Primary Doctor' set to '10'. It lists several medical professional categories with checkboxes:

- Family Practitioner
- Nurse Practitioner
- Physician Practitioner
- Occupational Therapist
- Optometrist
- Physician Assistant

At the bottom of the form are buttons for 'Required' and 'Go to Next Step'.

At the bottom right of the page are links for 'Send Feedback', 'Version: 1.1.1416.28009', and 'Build Date: 11/17/2003 3:33:38 PM'.

At the bottom left, there are links for 'PROJECT EDITOR' and 'LOGOUT'.

FIGURE 27

## Driving Factors

The meeting must be assigned a primary driving factor. This can be a speaker, date, or location. This determines the meetings “driving factors”. Secondary and Tertiary driving factors can be designated.

Home | Programs | Speakers | Topics | Reports | Profile | Documents | Help

Program Initiation Form

Budget Accountability

Audience

Primary Driver: Speaker

Secondary Driver: Select Driver

Tertiary Driver: Select Driver

COGENIX will not move on to an automatic selection for the primary program driver without correcting this field.

Required

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Delete

Go to Next Step

FIGURE 28

## Speaker Information

This page lets the user choose the meeting speaker.

Home | Programs | Speakers | Topics | Reports | Profiles | Documents | Help

My Programs | Search: Request Program | Alerts | Budget Allocations | Other Programs | Speaker Training

**Program Initiation Form**

1. **Preferred Speaker** (Maximum 250 characters)

Specify a Preferred speaker and 2 alternate speakers. Click on 'Select' next to the speaker you would like to add the desired speaker. Click on 'Remove Speaker' to remove that speaker from your list of choices. Click on the 'View Name' to view speaker information.

After you add a speaker, click on the checkbox if the speaker is an 'X' TOOLS WITH THIS INDICATES THE SPEAKER IS APPROVED FOR THIS PROGRAM.

**Preferred Speaker**

1. Preferred Speaker (Maximum 250 characters)

2. Preferred Speaker (Maximum 250 characters)

3. Preferred Speaker (Maximum 250 characters)

**Alternative Speaker (1)**

1. Alternative Speaker (Maximum 250 characters)

2. Alternative Speaker (Maximum 250 characters)

3. Alternative Speaker (Maximum 250 characters)

**Notes**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Delete**

**Preferred Speaker**

1. Preferred Speaker (Maximum 250 characters)

2. Preferred Speaker (Maximum 250 characters)

3. Preferred Speaker (Maximum 250 characters)

**Alternative Speaker (2)**

1. Alternative Speaker (Maximum 250 characters)

2. Alternative Speaker (Maximum 250 characters)

3. Alternative Speaker (Maximum 250 characters)

**Notes**

Add New Note

RECEIVED:  Go to Next Step:

FIGURE 29

## Request Program: Date and Time

The date and time are set using this page.

Home    Programs    Speakers    Topics    Reports    Profile    Documents    Help

My Programs    Search    **Required Program**    Alerts    Budget Allocations    Other Programs    Speaker Training

**Program Initiation Form**

Missed/Postponed

Budget Accountability

Strategic Alignment

Primary Driver

Specific Information

Date and Time

Venue Information

External/Venue Information

Audio/Visual

Travel

Other

Additional Notes

None

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Delete**

**Preferred Date:** 2/26/2004    **2nd Choice:** 2/27/2004    **3rd Choice:**

**Start Time:** 07:00     PM     AM

**Estimated End Time:** 08:30     PM     AM

**Meeting Type:** Dinner

**Required**    **Go to Next Step**

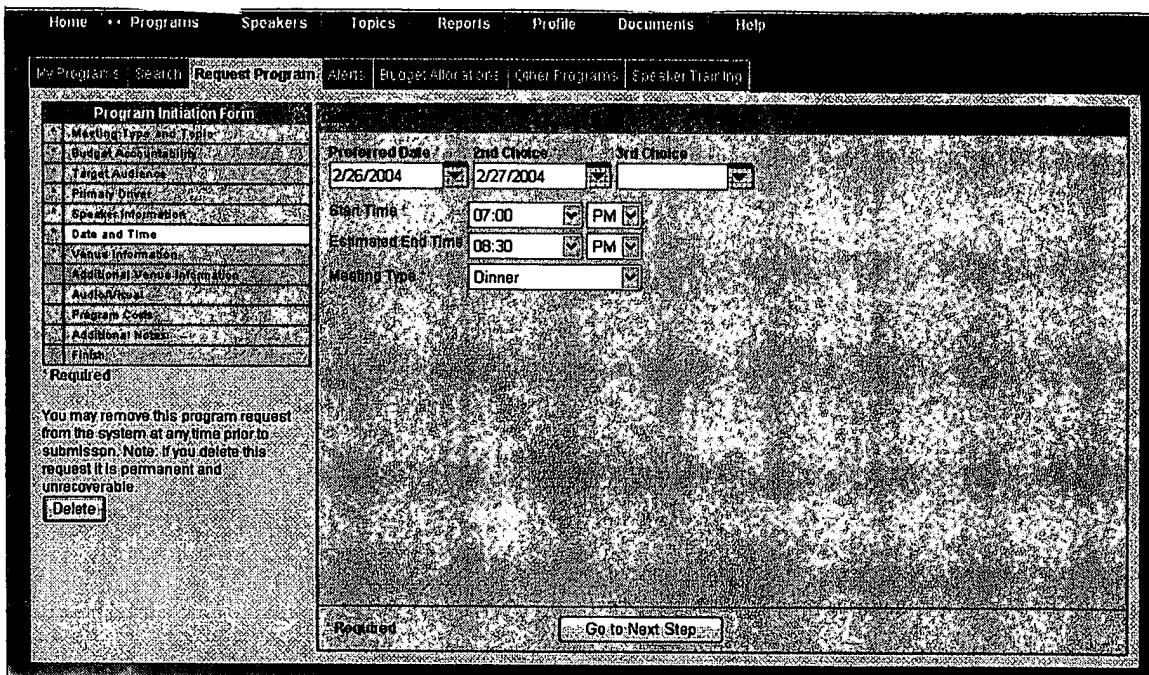


FIGURE 30

## Venue

The meeting venue and contact information are recorded on this page.

Program Initiation Form

Meeting Title and Topic

Budget Accountability

Target Audience

Primary Speaker

Speaker Information

Date and Time

Venue Information

Additional Venue Information

Audio Visual

Program Costs

Comments

Finish

Required

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

1st Choice:

Address:

City, State, Zip:

Contact Name:

Phone:

FAX:

E-mail:

2nd Choice:

Address:

City, State, Zip:

Contact Name:

Phone:

FAX:

E-mail:

Venue Notes:

Required:

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 31

## Request Program: Additional Venue

Additional venue details can be designated on this page.

Home    Programs    Speakers    Topics    Reports    Profile    Documents    Help

My Programs    Search    Request Program    Alerts    Budget Allocations    Other Programs    Speaker Training

**Program Initiation Form**

1 Meeting Type and Topic  
2 Budget Accountability  
3 Target Audience  
4 Primary Driver  
5 Speaker Information  
6 Date and Time  
7 Venue Information  
8 Additional Venue Information  
9 Audio/Visual  
10 Program Costs  
11 Additional Notes  
12 Finish

\* Required

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Request Program: Additional Venue**

Private Room?  Yes  No

Has a reservation already been made?  Yes  No

Reservation

**Food and Beverage Preferences**

Buffet  Beer, wine, and soda only  
 Plated  Drinks based on consumption  
 1/2 hour cocktail reception  Meeting start time

**Room Setup**

U-Shape  Classroom  Banquet  
 Conference  Theatre

Reserve this room?  Yes  No

Caterer name and contact info:

\* Required

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:39:38 PM

FIGURE 32

## Audio/Visual Requirements

Users can record AV needs with this page.

The screenshot shows a web-based application for managing program requests. At the top, a navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. A search bar is present, and the 'Request Program' button is highlighted. Below the navigation is a 'Program Initiation Form' with the following sections:

- Meeting Type and Topic:** (checkboxes for Conference, Seminar, Workshop, etc.)
- Budget Availability:** (checkboxes for 100%, 75%, 50%, 25%, 0%)
- Target Audience:** (checkboxes for General Public, Academic, Professional, etc.)
- Primary Driver:** (checkboxes for Education, Research, Outreach, etc.)
- Speaker Information:** (checkboxes for Speaker, Co-Speaker, etc.)
- Date and Time:** (checkboxes for Specific Date, Range, etc.)
- Venue Information:** (checkboxes for On-Campus, Off-Campus, etc.)
- Additional Venue Information:** (checkboxes for Room, Auditorium, etc.)
- Audio/Visual:** (checkboxes for 35mm Slide Projector, Flip Chart Markers, Hand Microphone, etc.)
- Program Details:** (checkboxes for Program Description, Additional Notes, etc.)
- Required:** (checkboxes for Required, Recommended, etc.)

A note states: "All representatives are required to bring a laptop with a floppy drive to all programs." Below this is a section titled "Check all that apply" with a list of checkboxes for various AV equipment and services, many of which are checked:

- 35mm Slide Projector \$125
- Flip Chart Markers \$45
- Hand Microphone \$40
- Laser Pointer \$70
- Lavalier Microphone \$85
- LCC Projector \$400
- None needed; will provide own AV \$0
- Other \$0
- Overhead Projector \$50
- Podium \$100
- Podium & Microphones \$125
- Tripod Screen \$40
- TV/VCR \$250
- Wireless Microphone \$95

Below the equipment list is a note: "You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable." A "Delete" button is present.

At the bottom of the form are buttons for "Required" and "Go to Next Step".

On the right side of the page, there are links for "Send Feedback", "Version: 1.1.1416.28009", and "Build Date: 11/17/2003 9:33:38 PM".

FIGURE 33

## Program Costs

The application displays program costs.

Home    Programs    Speakers    Topics    Reports    Profile    Documents    Help

My Programs    Search    Request Program    [Starts](#)    [Budget Allocations](#)    [Other Programs](#)    [Speaker Training](#)

**Program Initiation Form**

**Meeting Type and Topic**

**Budget Accountability**

**Target Audience**

**Primary Driver**

**Speaker Compensation**

**Date and Time**

**Venue Information**

**Additional Venue Information**

**Audio/Visual**

**Program Code**

**Additional Notes**

**Print**

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Delete**

| Budget Category   | Estimated Costs   |
|-------------------|-------------------|
| Speaker Honoraria | \$1,500.00        |
| Speaker Expenses  | \$1,000.00        |
| Meeting Expenses  | \$1,000.00        |
| AV Expenses       | \$0.00            |
| CME Fees          | \$527.00          |
| <b>Total</b>      | <b>\$4,027.00</b> |

**Required**    [Go to Next Step](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 9:33:38 PM

F16VCE 34

## Additional Notes

Users can record general notes relating to the meeting.

Home    Programs    Speakers    Topics    Reports    Profile    Documents    Help

My Programs    Search    **Request Program**    Alerts    Budget Allocations    Other Programs    Speaker Training

**Program Initiation Form**

Meeting Type and Topic  
Budget Accountability  
Target Audience  
Primary Driver  
Speaker Information  
Date and Time  
Venue Information  
Additional Venue Information  
Audio/Visual  
Program Chair  
Additional Notes  
Finish

\* Required

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

[Send Feedback](#)

Version: 1.1.1416.26009  
Build Date: 11/17/2003 3:39:38 PM

FILED 11/22/2003  
FOLIO 35

### **Summary/Submit**

Home • Programs • Speakers • Topics • Reports • Profile • Documents • Help

My Programs | Search | **Request Program** | Alerts | Budget Allocations | Other Programs | Speaker Training

**Program Initiation Form**

**Meeting Type and Topic**

**Budget Accountability**

**Target Audience**

**Primary Driver**

**Speaker Information**

**Date and Time**

**Venue Information**

**Additional Venue Information**

**Audio/Visual**

**Registration Costs**

**Additional Notes**

**Finish**

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Delete**

Please review the information in your program request. Once the request is submitted, an email confirmation will be sent to your DM for approval. At this point you will not be able to make further changes to this request.

**Submit Program Request**

**Meeting Code:** CME-00000000-3  
**Topic:** Medical Approach to Managing Abnormal Uterine Bleeding  
**Type:** [Redacted]

**Program Date:** 02/26/2004  
**Program Time:** 7:00PM  
**Notes:** ShowHide Notes

**Subject:** Medical Approach to Managing Abnormal Uterine Bleeding  
**Estimated Attendance:** 10  
**Actual Attendance:** 0  
**Attendee Type:** ShowHide Notes

**Meeting Doctor Start:**  
**Meeting Doctor End:**  
**Meeting Doctor:**  
**Tracking #:**  
**Invitations Mailed:**  
**Results Referrals:**

**Venue:** Cafe Parada  
**Address:** Erwin Square  
 Durham, NC 27710  
**Contact:**  
 Phone: (919) 286-0712  
 Fax: (919) 416-9708  
 Email: [Redacted]  
**Venue Notes:** ShowHide Notes

**Additional Information:**

**Private Event? Yes**  
**Has a reservation already been made? No**  
**Reservation:**

**Meal Preferences:** Plated  
 1/2 hour cocktail reception at meeting start time

F16 JRE 36

502

GLX-F3F-3 2001 DIALOGUE DINNER MEETING - Microsoft Internet Explorer

File Edit View Insert Edit Meeting Tools Edit Reports Manage Full Event Delete

Edit Meeting (Data) Edit (Program) (Data of Speaker List, etc.)

|                            |                  |                           |             |
|----------------------------|------------------|---------------------------|-------------|
| Meeting ID                 | GLX-F3F-3        | Meeting Status            | In Progress |
| Meeting Type               | Promotional      | Meeting Date              | 1/25/2002   |
| Meeting Format             | Dinner Meeting   |                           |             |
| Meeting Name               | Type II Diabetes |                           |             |
| Meeting Time               | 6:30 PM          | Date Required Attend      | 12/19/2001  |
| Meeting Host               | John Doe         | Host Name                 |             |
| Date 7 Day Packing Stmt    |                  | Date of Arrival/Return    |             |
| 7 Day Packing Instructions |                  | Date of Arrival/Return    |             |
| Number                     |                  | Date of Arrival/Return    |             |
| Send Receipt Report        | NO               | Call Conference Requested |             |
| Meeting Details            |                  | Speaker Information       |             |
| Speaker Information        |                  |                           |             |

504  
506  
508  
512  
518  
520  
550  
552  
558  
524  
560

510  
514  
576  
522  
554  
556  
526

FIGURE 37

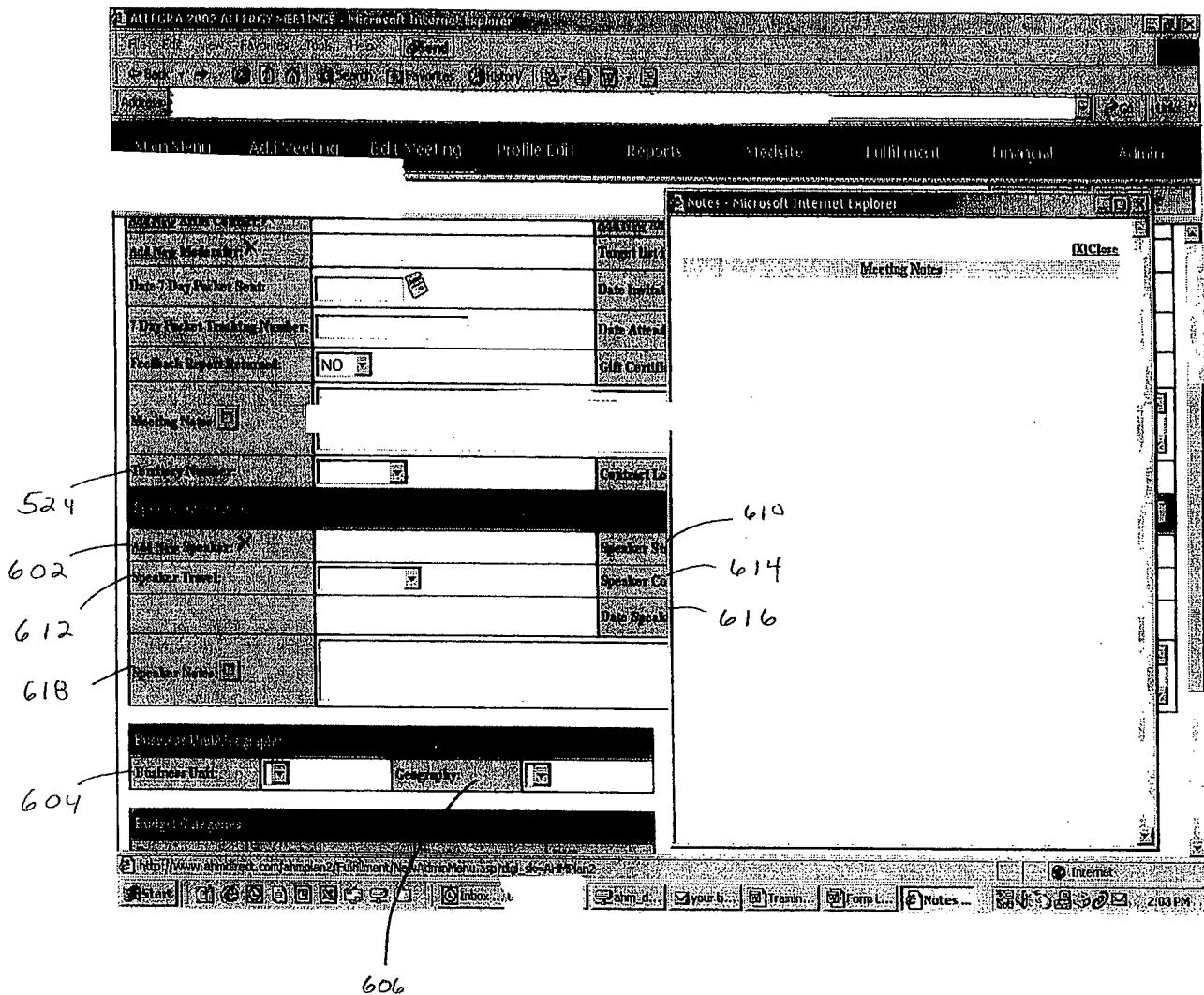


FIGURE 38

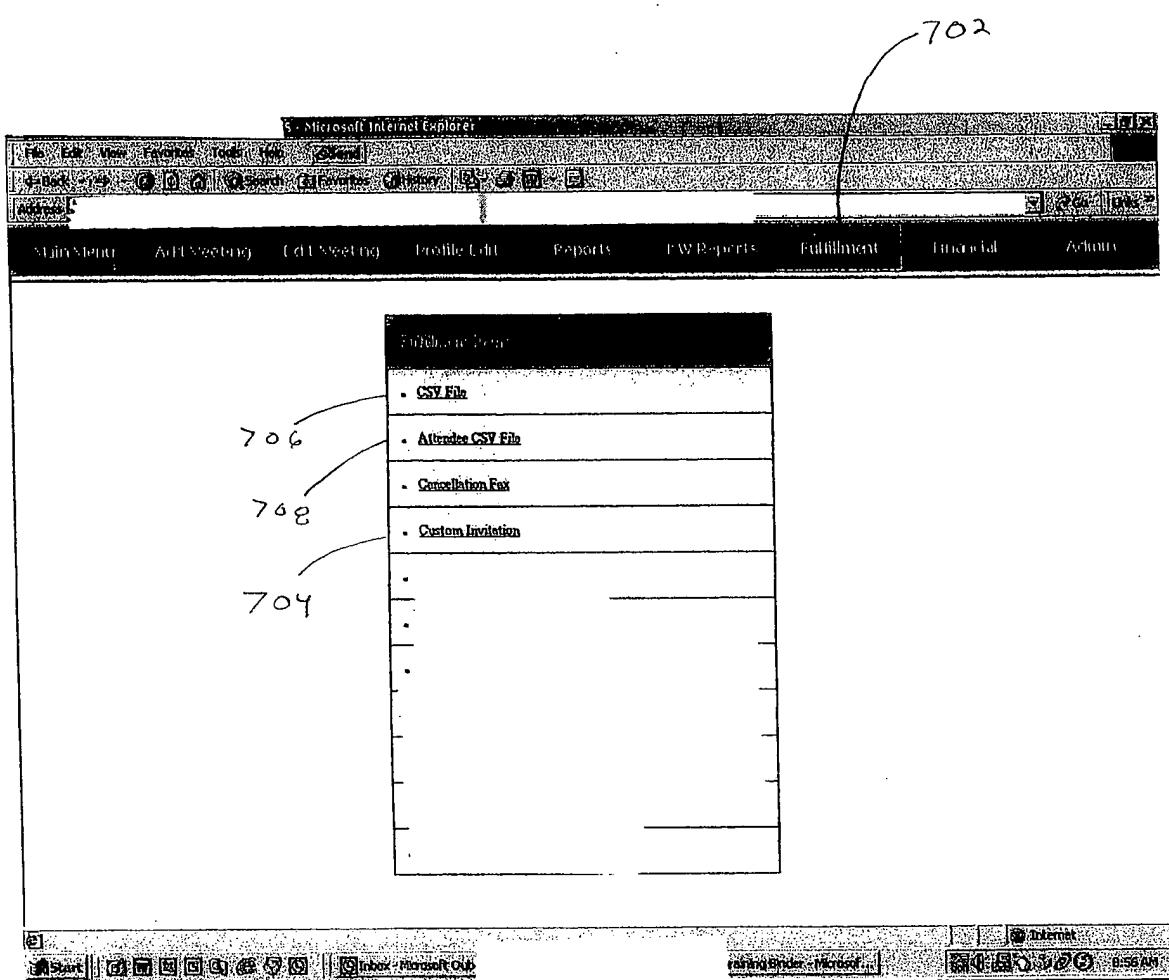


FIGURE 39

| Meeting Code   | Meeting Date | Alert Date | Alert                       | Note  |
|----------------|--------------|------------|-----------------------------|---|
| FHC-PRO-4085-2 | 10/30/2003   | 10/31/2003 | Program Evaluation Required | <p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.</p> <p><a href="http://www. .... meeting_id=&amp;section=evaluation">http://www. .... meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call (800) 9290.</p> |
| FHC-CME-7266-2 | 10/30/2003   | 10/31/2003 | Program Evaluation Required | <p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.</p> <p><a href="http://www. .... meeting_id=&amp;section=evaluation">http://www. .... meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call (800) 9290.</p> |
| FHC-CME-7268-2 | 10/30/2003   | 10/31/2003 | Program Evaluation Required | <p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.</p> <p><a href="http://www. .... meeting_id=&amp;section=evaluation">http://www. .... meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call (800) 9290.</p> |
|                |              |            |                             | <p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner,</p>  |

My Programs Request Program Alerts **Program Allocations** Budget Allocations Other Programs Speaker Training

| Area  | Yasmin CSC |             |           |                 | Mirena    |             |           |                 |
|-------|------------|-------------|-----------|-----------------|-----------|-------------|-----------|-----------------|
|       | Allocated  | In Progress | Completed | Still Available | Allocated | In Progress | Completed | Still Available |
| A     | 39         | 0           | 35        | 4               | 11        | 1           | 9         | 1               |
| B     | 36         | 0           | 34        | 2               | 9         | 2           | 11        | -4              |
| C     | 34         | 0           | 31        | 3               | 9         | 0           | 9         | 0               |
| D     | 24         | 0           | 24        | 0               | 9         | 0           | 10        | -1              |
| E     | 21         | 0           | 20        | 1               | 12        | 0           | 7         | 5               |
| Total | 154        | 0           | 144       | 10              | 50        | 3           | 46        | 1               |

User:

[Send Feedback](#)

Project:



[Change Project](#)

[LOGOUT](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 41

My Programs Request Program Alerts Program Allocations **Budget Allocations** Other Programs Speaker Training

This tab will allow Region and District Managers to allocate funds to their Territories. For Reps, it will show the history of funds transfer.

| Region/District/Territory | Description         | Rep | Unallocated      | +        | Unallocated Districts | +        | Allocated       | =        | Sub Total          | Transfer | History |
|---------------------------|---------------------|-----|------------------|----------|-----------------------|----------|-----------------|----------|--------------------|----------|---------|
| *ALL*                     | Total 2003 Budget   |     | \$0              | +        |                       | +        |                 | =        | \$0                |          | History |
| A                         | FHC East Reg - A    |     | \$0              | +        | \$359,256             | +        | -\$6,101        | =        | \$353,155          |          | History |
| B                         | FHC South Reg - B   |     | \$0              | +        | \$331,177             | +        | \$6,110         | =        | \$337,287          |          | History |
| C                         | FHC Central Reg - C |     | \$0              | +        | \$253,590             | +        | \$6,419         | =        | \$260,009          |          | History |
| D                         | FHC West Reg - D    |     | \$0              | +        | \$227,364             | +        | \$24,595        | =        | \$251,959          |          | History |
| E                         | FHC Region          | on  | \$0              | +        | \$280,655             | +        | \$31,211        | =        | \$311,866          |          | History |
| M                         | FHC Marketing       |     | \$178,381        | +        | \$0                   | +        | \$0             | =        | \$178,381          | Transfer | History |
| <b>Total</b>              |                     |     | <b>\$178,381</b> | <b>+</b> | <b>\$1,452,042</b>    | <b>+</b> | <b>\$62,234</b> | <b>=</b> | <b>\$1,692,657</b> |          |         |

User:

[Send Feedback](#)

Project:

[Change Project](#)

[LOGOUT](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 42



## NPWH 6th Annual Conference

### Women's Healthcare

*From Adolescence through Menopause*

October 15, 2003

Savannah, Georgia

[Download Brochure \(523 KB\)](#)

**Savannah** | **October 15th** | **Registration List as of 9/29/03**

## Attendance Data and Program Evaluation Summary

### Advances in Contraception: Choices to Improve Quality of Life

For Statistical Analysis Only! Not to be used for promotional or follow up purposes by sales or marketing.

|              |                |                 |                            |                        |
|--------------|----------------|-----------------|----------------------------|------------------------|
| Minneapolis  | June 11th      | Attendance Data | Program Evaluation Summary | CME Evaluation Summary |
| Boston       | June 12th      | Attendance Data | Program Evaluation Summary | CME Evaluation Summary |
| Atlanta      | June 19th      | Attendance Data | Program Evaluation Summary | CME Evaluation Summary |
| Dallas       | September 10th | Attendance Data |                            |                        |
| Santa Monica | September 16th | Attendance Data |                            |                        |

### Metabolic Markers: Understanding your Patient's Risk for CHD

For Statistical Analysis Only! Not to be used for promotional or follow up purposes by sales or marketing.

|                           |           |                 |                            |
|---------------------------|-----------|-----------------|----------------------------|
| Paradise Valley (Phoenix) | June 19th | Attendance Data | Program Evaluation Summary |
|---------------------------|-----------|-----------------|----------------------------|

User:

Project:

**Change Project**

[LOGOUT](#)

Figure 43

[Send Feedback](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM



My Programs Request Program Alerts Program Allocations Budget Allocations Other Programs **Speaker Training**

## Speaker Training Attendance Data

| City          | Training Dates            | Attendance Data | Date Posted | Upload  |
|---------------|---------------------------|-----------------|-------------|---|
| San Francisco | January 9th-11th          | Attendance Data | 10/31/2003  | <input type="file"/> <input type="button" value="Browse..."/> |
| H uston       | January 16th-18th         | Attendance Data | 10/31/2003  | <input type="file"/> <input type="button" value="Browse..."/> |
| Chicago       | January 23rd-25th         | Attendance Data | 10/31/2003  | <input type="file"/> <input type="button" value="Browse..."/> |
| Boston        | January 30th-February 1st | Attendance Data | 10/31/2003  | <input type="file"/> <input type="button" value="Browse..."/> |
| Miami         | February 6th-8th          | Attendance Data | 10/31/2003  | <input type="file"/> <input type="button" value="Browse..."/> |

User:

[Send Feedback](#)

Project: 2

[LOGOUT](#)

[Change Project](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 44

Search Nominate Speaker

Select your search criteria below

|                      |  |
|----------------------|--|
| Last Name            | First Name                                   |
| <input type="text"/> | <input type="text"/>                         |
| City                 | State  |
| <input type="text"/> | -- State -- <input type="button" value="X"/> |

Search for speakers in my region

Specialty Topic Type

|  |  |
|--|--|
| <input type="checkbox"/> OB/GYNs             | <input type="checkbox"/> Contraception |
| <input type="checkbox"/> Nurse Practitioners | <input type="checkbox"/> IUS           |
| <input type="checkbox"/> Physician Assistant | <input type="checkbox"/> HT            |
| <input type="checkbox"/> PharmD              |  |
| <input type="checkbox"/> Other               |  |

User:

Project:

LOGOUT

[Send Feedback](#)

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Build Date: 10/21/2003 12:20:50 PM

Figure 45

Promotional CSC CME

## Promotional Topics - Approved

IUS: ge

 [Download document](#)

### Needs Assessment:

Despite a variety of available contraceptive methods in the U.S., an alarmingly high rate of unintended pregnancy persists. One of these methods, the intrauterine device, has been proven to be an extremely effective tool. Its use, however, has been hampered in the past by several myths and misperceptions that linger in the minds of patients and physicians alike. With the advent of a newer levonorgestrel-releasing intrauterine system (LNG-IUS), there is a strong need for educational activities that will reinforce its proper use and lead to better outcomes in fertility control.

### Learning Objectives:

- Review the overall intended pregnancy rate in the U.S. and worldwide pregnancy rates associated with specific birth control methods and sterilization
- Discuss usage patterns for various contraceptive methods
- Compare the mechanism of action of intrauterine versus oral contraception
- List the potential benefits and risks of using an intrauterine system (IUS)
- Describe the pharmacologic characteristics of (a levonorgestrel-containing intrauterine contraceptive) with respect to plasma concentrations and changes in the endometrium
- Discuss the significance of various changes in bleeding patterns with
- Outline discussion points needed for patient counseling methods
- Use the components of the Counseling Kit appropriately
- Explain when and how to insert
- Recognize signs of, and subsequently manage, IUS complications
- Understand the critical steps involved in the reimbursement process (coverage, coding, and payment)

User:

Project:

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Figure 46

\*\*FOR TRAINING PURPOSES ONLY\*\*

Good Morning

|                |   |
|----------------|---|
| <u>Step 1:</u> | Select application mode:<br><input type="text"/>  |
| <u>Step 2:</u> | Select an existing client or add a new one:<br><input type="text"/>   |
| <u>Step 3:</u> | Select an existing brand or add a new one:<br><input type="text"/>  |
| <u>Step 4:</u> | Select an existing project or add a new one:<br>2001 Dialogue Dinner Meetings <input checked="" type="checkbox"/> |
|                | <input type="button" value="Previous"/> <input type="button" value="Next"/>                                       |

FIGURE 47

| Meeting Agent | Activity | Location | Participants | Comments |
|---------------|----------|----------|--------------|----------|
|               |          |          |              |          |

| Meeting List |     |     |     |     |     |
|--------------|-----|-----|-----|-----|-----|
| 924          | 902 | 924 |     |     |     |
| 924          | 906 | 908 | 910 | 912 | 914 |
| 924          | 904 | 905 | 909 | 911 | 915 |
|              |     |     |     |     |     |

View Meeting Requests (0)

| Meeting Requests                    |               |                        |                 |      |     |           |            |            |
|-------------------------------------|---------------|------------------------|-----------------|------|-----|-----------|------------|------------|
|                                     | Meeting Code: | Date/Time              | Status          | Host | APP | Moderator | Speaker #1 | Speaker #2 |
| <input checked="" type="checkbox"/> | GLX-J1A-2     | 10/16/2001 6:30:00 PM  | Completed       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-ELF       | 12/4/2001 6:30:00 PM   | Completed       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J5E-2     | 9/21/2001 6:00:00 PM   | Completed       | H    |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-F3F-3     | 1/25/2002 7:00:00 PM   | Completed       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J6D-2     | 11/1/2001 6:30:00 PM   | Completed       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J6E-2     | 11/27/2001 12:00:00 PM | Completed       | ohn  |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J6F-2     | 10/16/2001 6:30:00 PM  | Completed       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J6H-2     | 10/11/2001 6:30:00 PM  | Completed       | ig   |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-J7B-2     | 10/16/2001 6:30:00 PM  | Cancelled       |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-F5B-2     | 2/21/2002 7:30:00 AM   | Set-up complete |      |     |           |            |            |
| <input checked="" type="checkbox"/> | GLX-F3F-2     | 2/1/2002 6:30:00 PM    | Completed       |      |     |           |            |            |
|                                     |               | 9/20/2001              |                 |      |     |           |            |            |

Meeting Code: 918 920

Meeting Code: 918 920

02/14/2002

http://

Figure 48

## Request List

Qualified personnel use this request list to access meeting requests awaiting approval.

| Request Submitted for Approval |             |          |          |  |      |                                |                                   |
|--------------------------------|-------------|----------|----------|--|------|--------------------------------|-----------------------------------|
| Meeting Code                   | Terminology | Ref      | Speaker  | Topic  | Time | Status                         | Meeting Date                      |
| F-CME-0000000-3                |             | Sp       | W. J. T. | Medical Approach to Managing Abnormal Uterine Bleeding                             |      | Request Submitted for Approval | 02/25/2004 11:08:04 AM            |
| F-GR-B014035                   | B014035     | Oral     | I. C. M. | Topic B  |      | Request Submitted for Approval | 02/25/2004 11:19/2003 4:05:01 PM  |
| F-GR-B014035-2                 | B014035     | Oral     | I. C. M. | IUS  |      | Request Submitted for Approval | 02/26/2004 11/19/2003 4:18:07 PM  |
| F-LNL-B014035                  | B014035     | Oral     | I. C. M. | Abnormal Menstrual Bleeding: Diagnosis and Treatment                               |      | Request Submitted for Approval | 02/25/2004 11/19/2003 4:36:46 PM  |
| F-CME-A077108                  | A077108     | Clinical | W. J. L. | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 02/19/2004 11/14/2003 2:18:16 PM  |
| F-LNL-D044170                  | D044170     | La TV    | I. C. A. | Abnormal Menstrual Bleeding: Diagnosis and Treatment                               |      | Request Submitted for Approval | 02/05/2004 11/16/2003 11:29:15 PM |
| F-LNL-D044170-2                | D044170     | La TV    | I. C. A. | Abnormal Menstrual Bleeding: Diagnosis and Treatment                               |      | Request Submitted for Approval | 03/05/2004 11/16/2003 11:55:08 PM |
| F-CME-D044170-5                | D044170     | La TV    | I. C. F. | Medical Approach to Managing Abnormal Uterine Bleeding                             |      | Request Submitted for Approval | 04/12/2004 11/2/2003 10:52:33 PM  |
| F-CME-A077104                  | A077104     | Ki       | W. J. S. | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 03/30/2004 11/14/2003 2:37:59 PM  |
| F-CME-B027174                  | B027174     | W        | I. C. S. | Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice |      | Request Submitted for Approval | 03/09/2004 11/18/2003 10:58:50 PM |

1  
You can click on any column header to sort by that column

F16U2E 49

## Program Details

Qualified personnel use this page to view the details of a requested meeting. If the meeting is OK, the approver will click **Approve Request**.

Home | Programs | Speakers | Topics | Reports | Profile | Documents | Help

My Programs | Search | Request Program | **Details** | Alerts | Budget Allocations | Other Programs | Logout | Training

**Program Information**

**Program Details**

Meeting Code: F-CME-0000000-3  
Topic: Medical Approach to Managing Abnormal Uterine Bleeding  
Type:

Program Date: 02/28/2004  
Program Time: 7:00PM  
Notes: ShowHide Notes

Description: Medical Approach to Managing Abnormal Uterine Bleeding  
Estimated Attendance: 10  
Actual Attendance: 0  
Attendance Notes: ShowHide Notes

Meeting Contact Info:

Meeting Person:   
Tracking #:   
Invitation Mailed:  Roster Returned:

Venue:   
Address: Erwin Square  
Durham NC 27705  
Contact:   
Phone:   
Fax:   
Email:   
Venue Notes: ShowHide Notes

**Additional Information**

Private Room? Yes  No   
Has a reservation already been made? Yes  No   
Meal Preferences: Plated  1/2 hour cocktail reception at meeting start time   
Room setup: U-Shape

Reason:

Approve Request

Select Reject Request

Reject Request

FIGURE 50

## Edit Meeting: [Venue] [Travel] [Participant] [Financial Summary] [Rep Requested Changes]

|                               |   |                                  |           |      |
|-------------------------------|---|----------------------------------|-----------|------|
| Meeting Code:                 | GLX-F3F-3   | Meeting Status:                  | Completed | 1064 |
| Meeting Type:                 | Promotional   | Meeting Date:                    | 1/25/2002 | 1008 |
| Meeting Format:               | Dinner Meeting  |                                  |           | 1010 |
| Meeting Topic:                | Type II Diabetes  |                                  |           | 1012 |
| Meeting Time:                 | 7:00 PM   | Date Request Received:           | 1/19/2001 | 1016 |
| Add New Host:                 |   | Host Voicemail:                  |           | 1020 |
| Add New AHM Contact:          |   | Add New Additional Point Person: |           | 1024 |
| Add New Moderator:            |   | Target list included?:           | NO        | 1028 |
| Date 7 Day Packet Sent:       | 1/18/2002   | Date Invitation Mailed:          |           | 1032 |
| 7 Day Packet Tracking Number: |   | Date Attendance Roster Returned: | 1/29/2002 | 1036 |
| Feedback Report Returned:     | NO  | Gift Certificates Requested:     |           | 1040 |
| Meeting Notes:                | 1.7 called, asked for a few days to get venue info together. I explained the lack of time we have for the 1.25 mtg and that we need that venue info asap. She said she will call on Wednesday. KN |                                  |           | 1042 |
| Territory Number:             | 1044  | Contract Location Description:   | 1046      | 1048 |
| Speaker Information           |   |                                  |           |      |
| Add New Speaker:              | 1050  | Speaker Status:                  | Confirmed | 1052 |
| Speaker Travel:               | By  | Speaker Confirmed:               | Via Phone | 1056 |
|                               |   | Date Speaker Confirmed:          | 1/7/2002  | 1058 |

FIGURE 51A

02/14/2002

ht

|                |   |   |
|----------------|---|---|
| Speaker Notes: | 1/10 Spoke with Dr. 1.7 Spoke with Dr. 12-19 Speakers listed not on national list nor are they local to program location. | 1/10 Spoke with Dr. 1.7 Spoke with Dr. 12-19 Speakers listed not on national list nor are they local to program location. |
|----------------|---|---|

|                          |                   |               |             |
|--------------------------|-------------------|---------------|-------------|
| Business Unit/Geography: |                   |               |             |
| Business Unit:           | Geography:        |               |             |
| Budget Categories:       |                   |               |             |
| Description:             | Projected Amount: | Total Amount: | Difference: |

Edit Venue Details: [Back to Top] [Travel] [Participant] [Financial Summary] [Rep Requested Changes]

|                             |   |   |       |                           |                    |                 |      |       |
|-----------------------------|---|---|-------|---------------------------|--------------------|-----------------|------|-------|
| Venue Name:                 | The Peddler   | — | 10 62 | Venue Address:            | 464 E. Main Street | Spartanburg, SC | —    | 10 70 |
| Phone Number:               | (864) 563-5874  | — | 1072  | Fax Number:               |                    |                 | —    | 10 74 |
| Venue Contact Name:         |   | — | 1074  | Meeting Room:             |                    |                 | —    | 10 78 |
| Contract Status:            | Contracted  | — | 1080  | Room accessible by:       | 5:30:00 PM         |                 | —    | 1081  |
| Reservation Made:           | 1/11/2002   | — | 1082  | Venue Capacity:           |                    |                 | —    | 1084  |
| CC Authorization Sent Date: | 1/11/2002   | — | 1086  | Cost Per Person:          |                    |                 | —    | 1088  |
| Date Contract Sent:         | 1/11/2002   | — | 1090  | Venue Cost:               |                    |                 | —    | 1092  |
| Date Contract Returned:     |   | — | 1094  | Payment Method:           | Visa               |                 | —    | 10 96 |
| AV Supplier Type:           | Venue   | — | 1098  | Add New AV Supplier:      |                    | American Rental | —    | 1091  |
| AV Contact Name:            |   | — | 1093  | AV Supplier City & State: | Spartanburg, SC    | —               | 1095 |       |
| AV Supplier Phone Number:   | (864) 583-6393  | — | 1007  | AV Supplier Fax Number:   |                    | —               | 1099 |       |
| Venue Notes:                | 1/14 Will pick up a/v from rental place. MR 1/11 Spoke with rep and she wants a la carte and she will pick up the bill if over MR |   |       |                           |                    |                 |      |       |

Figure 51B

02/14/2002

ht

|   |              |
|---|--------------|
| Second Venue:   | Third Venue: |
| <a href="#">Add/Edit Travel Information</a> [Back to Top] [Venue] [Participant] [Rep Requested Changes] |              |
| No Information Available  |              |

1013

1015

1017

Figure 51C

02/14/2002

Profile Search

Select a Search Type:  Person  Venue  AV Supplier

1104      1103      1102

Profile 52

Search: PERSON \* = Search Wildcard

|             |        |  |   |
|-------------|--------|--|---|
| Last Name:  | ✓ 1202 | Search Options:                            | ✓ 1212  |
| First Name: | ✓ 1204 | Client                                     | <input type="checkbox"/> Project              |
| City:       | ✓ 1206 | <input type="checkbox"/> Brand             | <input type="checkbox"/> 2001 Dialogue Dinner |
| State:      | ✓ 1208 | <input type="checkbox"/> Glucotrol         | <input type="checkbox"/> Meetings             |
| Zip:        | ✓ 1210 | <input checked="" type="checkbox"/> Pfizer | <input type="checkbox"/> Target               |
|             |        | <input type="checkbox"/> Speaker           | <input type="checkbox"/> All                  |
|             |        | <input type="checkbox"/> Moderator         | <input checked="" type="checkbox"/> Host      |

| Search Results: 1 record |      |                |               |       |       |      |
|--------------------------|------|----------------|---------------|-------|-------|------|
| #                        | Name | Person Type(s) | City          | State | Zip   | Edit |
| 1                        |      | H              | Ballston Lake | NY    | 12019 |      |

http://

02/14/2002

1302

| Initial<br>Condition | Actual<br>Condition | Initial<br>Condition | Actual<br>Condition | Initial<br>Condition | Actual<br>Condition |
|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|
| High                 | High                | High                 | High                | High                 | High                |
| Medium               | Medium              | Medium               | Medium              | Medium               | Medium              |
| Low                  | Low                 | Low                  | Low                 | Low                  | Low                 |

|  |       |
|--|-------|
| Report Menu                                    | 1304  |
| • <u>2-Day Report</u>                          | 1304a |
| • <u>5-Day Report</u>                          | 1304c |
| • <u>7-Day Report</u>                          | 1304e |
| • <u>Weekly Roster Report</u>                  | 1304d |
| • <u>Invitation Report</u>                     | 1304e |
| • <u>Status Summary Report</u>                 | 1304f |
| • <u>AS Report</u>                             | 1304g |
| • <u>Results Report</u>                        | 1304h |
| • <u>Cumulative Attendance Report</u>          | 1304i |
| • <u>Cumulative Target Report</u>              | 1304j |
| • <u>Speaker Report   Speaker Requests (0)</u> | 1304k |
| • <u>Financial Report</u>                      | 1304l |

Figure 54

02/14/2002

| Claim Type           | Claim Number         | Description | Period | Report | Open | Completed | Finalized | Entered |
|----------------------|----------------------|-------------|--------|--------|------|-----------|-----------|---------|
| Report Date          |                      |             |        |        |      |           |           |         |
| Enter starting date: | <input type="text"/> |             |        |        |      |           |           |         |

1404

1402

1401

http

Figure 55

February 2002

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    |    |    | 1  | 2  |    |
| 3  | 4  | 5  | 6  | 7  | 8  | 9  |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 |    |    |

1562

FIGURE 56

02/14/2002

http://

Meeting Name: AGM - December 19th Meeting | Practice: Practices | Requests: Reserve | Participants: 1602 | Total Direct: 1602 | Total Indirect: 1602 | Total Total: 1602

**Advanced Health Media**  
2840 Morris Avenue  
Union, NJ 07083  
Phone: 908-687-3888  
Fax: 908-687-7383  
[www.ahmdirect.com](http://www.ahmdirect.com)

-----> **Dinner Meetings 2-Day Report - 02/14/02 10:45AM**

| Session Code | Date     | Time   | Location              | Host | Moderator | Current Reservations | Actual Attendance |
|--------------|----------|--------|-----------------------|------|-----------|----------------------|-------------------|
| GLX-F3F-2    | 02/01/02 | 6:30PM | The home of Union, SC |      |           | 8                    | 8                 |

1604a

1604b

1604c

1604d

1604e

FIGURE 57

02/14/2002

## Report List

Please select the desired report below.

### Financial Reports

[Program Costs](#)  
[Program Summary](#)  
[Budget Summary](#)  
[Detailed Program Costs](#)

### Attendance Reports

[Attendance Summary](#)

### Program Reports

[Evaluation Summary](#)

### Speaker Reports

[Contract List](#)  
[Speaker Honoraria](#)

### Administrative Reports

[CME Rep Agreements Received by](#)  
[Field Sales Report](#)  
[Marketing Financial Report](#)  
[Login Summary Report](#)

[Send Feedback](#)

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Figure 58

Report List Report

Figure 59

[Export to Excel](#)

## Program Costs Report

| Meeting Cod    | Consultant | Territory | Speaker | Topic  | Type | Date       | Status    | Estimated Expenses | Actual Expenses To Date |
|----------------|------------|-----------|---------|--|------|------------|-----------|--------------------|-------------------------|
| FHC-GR-7110    |            | A087110   |         | Contraception                                    |      | 02/28/2003 | Completed | \$2,664.28         | \$2,664.28              |
| FHC-GR-7116    |            | A087116   |         | Contraception                                    |      | 01/10/2003 | Completed | \$3,359.21         | \$3,359.21              |
| FHC-GR-7122    |            | A087122   |         | Contraception                                    |      | 05/14/2003 | Completed | \$2,700.00         | \$2,740.78              |
| FHC-CSC-7076   |            | A057076   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 02/06/2003 | Completed | \$569.09           | \$569.09                |
| FHC-CSC-7064   |            | A057064   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 01/08/2003 | Completed | \$232.99           | \$232.99                |
| FHC-CSC-7066   |            | A057066   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 01/16/2003 | Completed | \$558.98           | \$558.98                |
| FHC-CSC-7066-2 |            | A057066   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 06/28/2003 | Cancelled | \$100.00           | \$0.00                  |
| FHC-GR-7114    |            | A087114   |         | Contraception                                    |      | 05/07/2003 | Cancelled | \$0.00             | \$0.00                  |
| FHC-GR-7064    |            | A057064   |         | HRT  |      | 03/06/2003 | Completed | \$2,503.00         | \$3,262.13              |
| FHC-GR-7360    |            | C057360   |         | Contraception                                    |      | 02/04/2003 | Completed | \$1,517.25         | \$1,517.25              |
| FHC-CSC-7370   |            | C067370   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 01/06/2003 | Completed | \$325.00           | \$299.10                |
| FHC-CSC-7088   |            | A067088   |         | Demystifying PMS: The Chemical/Hormonal Spectrum |      | 01/08/2003 | Completed | \$139.85           | \$139.85                |

Report List Report

Export to Excel

Program Summary Report

| Territory | Rep/DM | CME | Grand Rounds | Promotional | CSC |
|-----------|--------|-----|--------------|-------------|-----|
| A         |        | 76  | 41           | 11          | 47  |
| B         |        | 84  | 16           | 15          | 35  |
| C         |        | 52  | 29           | 11          | 31  |
| D         |        | 50  | 13           | 11          | 25  |
| E         |        | 75  | 19           | 8           | 20  |
| N         |        | 0   | 0            | 0           | 8   |
| Total     |        | 337 | 118          | 56          | 166 |

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Figure 60

Report List Report

Export to Excel

Budget Summary Report

| Territory    | Rep/DM | Budget                | Estimated Costs       | Actual Costs To Date  | Estimated Remaining Budget |
|--------------|--------|-----------------------|-----------------------|-----------------------|----------------------------|
| A            |        | \$353,155.00          | \$317,204.37          | \$235,926.74          | \$35,950.63                |
| B            |        | \$337,286.93          | \$376,821.30          | \$287,979.02          | (\$39,534.37)              |
| C            |        | \$260,008.82          | \$270,403.02          | \$218,049.88          | (\$10,394.20)              |
| D            |        | \$251,958.54          | \$249,234.87          | \$203,507.28          | \$2,723.67                 |
| E            |        | \$311,866.38          | \$317,009.59          | \$252,154.35          | (\$5,143.21)               |
| <b>Total</b> |        | <b>\$1,514,275.67</b> | <b>\$1,530,673.15</b> | <b>\$1,197,617.27</b> | <b>(\$16,397.48)</b>       |

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Figure 61

Report List Report

 [Export to Excel](#)

**Attendance Summary**

| Territory | Rep/DM | Num Attendees | Class 1 % | Class 2 % | Class 3 % | Class 4 % | Undefined Class % |
|-----------|--------|---------------|-----------|-----------|-----------|-----------|-------------------|
| A         |        | 1463          | 21%       | 11%       | 2%        | 17%       | 48%               |
| C         |        | 1239          | 26%       | 12%       | 3%        | 10%       | 49%               |
| E         |        | 1386          | 19%       | 8%        | 7%        | 15%       | 51%               |
| B         |        | 1383          | 30%       | 9%        | 4%        | 9%        | 48%               |
| D         |        | 1335          | 25%       | 6%        | 4%        | 13%       | 51%               |

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Figure 62

Report List Report

Figure 63

Export to Excel

## Program Evaluation Summary

| Speaker  |          |          |          |          |          |       |         |  |
|--|----------|----------|----------|----------|----------|-------|---------|--|
| Question   | Rating 5 | Rating 4 | Rating 3 | Rating 2 | Rating 1 | Count | Average |  |
| Demonstrated current knowledge of the topic            | 161      | 30       | 4        | 1        | 0        | 196   | 4.8     |  |
| Was an effective presenter                             | 151      | 31       | 11       | 2        | 1        | 196   | 4.7     |  |
| Effectively met the learning objectives of the program | 123      | 54       | 12       | 4        | 3        | 196   | 4.5     |  |
| Overall speaker rating                                 | 138      | 42       | 13       | 1        | 2        | 196   | 4.6     |  |

| Program                                |          |          |          |          |          |       |         |  |
|--|----------|----------|----------|----------|----------|-------|---------|--|
| Question                               | Rating 5 | Rating 4 | Rating 3 | Rating 2 | Rating 1 | Count | Average |  |
| Program met the learning objectives    | 118      | 65       | 7        | 3        | 3        | 196   | 4.5     |  |
| Participant/Speaker Interaction        | 142      | 43       | 9        | 1        | 1        | 196   | 4.7     |  |
| Program Materials                      | 120      | 58       | 16       | 2        | 0        | 196   | 4.5     |  |
| Quality of audiovisuals                | 126      | 52       | 14       | 4        | 0        | 196   | 4.5     |  |
| Lighting, seating, general environment | 120      | 55       | 18       | 2        | 1        | 196   | 4.5     |  |
| Food and Beverage                      | 143      | 43       | 7        | 2        | 1        | 196   | 4.7     |  |
| Overall Program Rating                 | 113      | 75       | 6        | 1        | 1        | 196   | 4.5     |  |

| Speaker  |          |          |          |          |          |       |         |  |
|--|----------|----------|----------|----------|----------|-------|---------|--|
| Question   | Rating 5 | Rating 4 | Rating 3 | Rating 2 | Rating 1 | Count | Average |  |
| Demonstrated current knowledge of the topic            | 46       | 10       | 1        | 1        | 1        | 59    | 4.7     |  |
| Was an effective presenter                             | 43       | 10       | 3        | 3        | 0        | 59    | 4.6     |  |
| Effectively met the learning objectives of the program | 33       | 18       | 6        | 1        | 1        | 59    | 4.4     |  |
| Overall speaker rating                                 | 40       | 14       | 3        | 1        | 1        | 59    | 4.5     |  |

| Program                                |          |          |          |          |          |       |         |  |
|--|----------|----------|----------|----------|----------|-------|---------|--|
| Question                               | Rating 5 | Rating 4 | Rating 3 | Rating 2 | Rating 1 | Count | Average |  |
| Program met the learning objectives    | 33       | 22       | 5        | 0        | 0        | 60    | 4.5     |  |
| Participant/Speaker Interaction        | 32       | 17       | 7        | 4        | 0        | 60    | 4.3     |  |
| Program Materials                      | 30       | 22       | 8        | 0        | 0        | 60    | 4.4     |  |
| Quality of audiovisuals                | 34       | 22       | 2        | 2        | 0        | 60    | 4.5     |  |
| Lighting, seating, general environment | 36       | 21       | 3        | 0        | 0        | 60    | 4.6     |  |
| Food and Beverage                      | 28       | 17       | 9        | 1        | 5        | 60    | 4.0     |  |
| Overall Program Rating                 | 31       | 24       | 5        | 0        | 0        | 60    | 4.4     |  |

Report List Report

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Contract List

| Name | City | State | Territory Number | Contract Type | Contract Initiation Date | Contract Expiration Date | Contract Status | Consultant Type |
|------|------|-------|------------------|---------------|--------------------------|--------------------------|-----------------|-----------------|
|      |      |       |                  |               |                          |                          |                 |                 |

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figure 64

[Report List](#) [Report](#)
*Figure 65*
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**Speaker Honoraria Report**

| Name              | City | State   | Territory Number | Specialty | Meeting Count | YTD Honoraria | Total Honoraria |
|-------------------|------|---------|------------------|-----------|---------------|---------------|-----------------|
| Bel Air           | MD   | A077096 |                  |           | 3             | \$3,000.00    | \$3,000.00      |
| Woodbridge        | VA   | B057210 |                  | OBG       | 1             | \$750.00      | \$750.00        |
| New York          | NY   | A017010 |                  |           | 1             | \$750.00      | \$750.00        |
| New York          | NY   | A017008 |                  | OBG       | 30            | \$51,800.00   | \$51,800.00     |
| Loveland          | OH   | C067382 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Cordova           | TN   | D027448 |                  | OBG       | 2             | \$2,000.00    | \$2,000.00      |
| Norfolk           | VA   | B057214 |                  | OBG       | 4             | \$5,400.00    | \$5,400.00      |
| Los Angeles       | CA   | E057620 |                  | OBG       | 5             | \$9,500.00    | \$9,500.00      |
| Orange            | CT   | A027018 |                  | OBG       | 3             | \$2,500.00    | \$2,500.00      |
| Vernal            | UT   | E027570 |                  |           | 1             | \$1,650.00    | \$1,650.00      |
| Greenville        | NC   | B027170 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Salem             | MA   | A087118 |                  | OBG       | 3             | \$3,000.00    | \$3,000.00      |
| Syracuse          | NY   | A097128 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| South Bend        | IN   | C047344 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Richmond          | VA   | B057218 |                  |           | 2             | \$1,000.00    | \$1,000.00      |
| Atlanta           | GA   | B037176 |                  | OBG       | 5             | \$8,000.00    | \$8,000.00      |
| Baltimore         | MD   | A057064 |                  | OBG       | 3             | \$2,500.00    | \$2,500.00      |
| Chesterfield      | MO   | D037464 |                  | OBG       | 3             | \$4,500.00    | \$4,500.00      |
| Omaha             | NE   |         |                  | OBG       | 2             | \$500.00      | \$500.00        |
| Kokomo            | IN   | C047334 |                  |           | 1             | \$500.00      | \$500.00        |
| Hilliard          | OH   | C087406 |                  | OBG       | 2             | \$1,500.00    | \$1,500.00      |
| Albuquerque       | NM   | D077528 |                  |           | 1             | \$500.00      | \$500.00        |
| Albany            | NY   | A097126 |                  | OBG       | 1             | \$750.00      | \$750.00        |
| Wellesley         | MA   |         |                  | OBG       | 2             | \$1,250.00    | \$1,250.00      |
| Pittsburgh        | PA   | A077108 |                  | OBG       | 4             | \$5,500.00    | \$5,500.00      |
| Atlanta           | GA   | B037176 |                  | OBG       | 1             | \$750.00      | \$750.00        |
| Stratford         | NJ   |         |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Mill Valley       | CA   | E037592 |                  | OBG       | 2             | \$3,000.00    | \$3,000.00      |
| West Bloomfield   | MI   | C057354 |                  |           | 6             | \$6,000.00    | \$6,000.00      |
| Orange            | CA   | E017556 |                  | OBG       | 1             | \$1,500.00    | \$1,500.00      |
| Brooklyn          | NY   | A017014 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Casselberry       | FL   | B017140 |                  |           | 3             | \$2,750.00    | \$2,750.00      |
| Morristown        | NJ   | A047050 |                  | OBG       | 13            | \$18,700.00   | \$18,700.00     |
| Chesterfield      | MO   | D037464 |                  | OBG       | 28            | \$42,000.00   | \$42,000.00     |
| Arlington Heights | IL   | C097426 |                  | OBG       | 1             | \$1,000.00    | \$1,000.00      |
| Dallas            | TX   | D017434 |                  | OBG       | 4             | \$3,450.00    | \$3,450.00      |
| Centerport        | NY   | A017002 |                  | OBG       | 1             | \$750.00      | \$750.00        |
| San Antonio       | TX   | E087674 |                  | OBG       | 6             | \$9,000.00    | \$9,000.00      |
| Ventura           | CA   | E067644 |                  | OBG       | 1             | \$1,500.00    | \$1,500.00      |
| Miami             | FL   | B047200 |                  | OBG       | 5             | \$9,000.00    | \$9,000.00      |

Report List Report

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Field Sales Report

| Program Type       | Territory | Rep/DM | Total Programs | Completed Programs | Total Actual Costs To Date | Attendees | Call Class 1 | Call Class 2 | Call Class 3 | Call Class 4 | No Call Class | Cost Per Attendee | Cos Pro |
|--------------------|-----------|--------|----------------|--------------------|----------------------------|-----------|--------------|--------------|--------------|--------------|---------------|-------------------|---------|
| CSC                |           |        | 166            | 152                | \$57,663.18                | 710       | 221          | 48           | 20           | 73           | 441           | \$81.22           | \$      |
| Franchise CME      |           |        | 337            | 246                | \$940,592.57               | 3989      | 1048         | 412          | 164          | 446          | 2529          | \$235.80          | \$3     |
| Grand Rounds       |           |        | 118            | 82                 | \$164,303.31               | 1526      | 223          | 125          | 68           | 290          | 1178          | \$107.67          | \$2     |
| Mirena Promotional |           |        | 56             | 46                 | \$158,435.84               | 621       | 157          | 44           | 32           | 75           | 420           | \$255.13          | \$3     |
| Total              |           |        | 677            | 526                | \$1,320,994.90             | 6846      | 1649         | 629          | 284          | 884          | 4568          | \$192.96          | \$2,5   |

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Figure 16

Marketing Financial Summary Report

| Event Type                 | Topic  | # Complete | Total Pass Through for completed events | Total Mgmt Fees for completed events | Total Expense for completed events | # Pending | Total Pass Through for pending events | Total Mgmt Fee for pending events | Total Expense for pending events | Total Series |
|----------------------------|--|------------|---|--------------------------------------|------------------------------------|-----------|---------------------------------------|-----------------------------------|----------------------------------|--------------|
| CME Dinner Meeting         |  | 1          | \$2,414.27                              | \$850.00                             | \$3,264.27                         | 0         | \$0.00                                | \$0.00                            | \$0.00                           |              |
| CME Dinner Meeting         | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life | 191        | \$671,309.20                            | \$152,572.50                         | \$823,881.70                       | 41        | \$152,460.91                          | \$35,487.50                       | \$187,948.41                     | \$1          |
| CME Dinner Meeting         | Reproductive Health Benefits throughout the Lifecycle                      | 74         | \$270,966.10                            | \$65,992.75                          | \$336,958.85                       | 30        | \$121,591.28                          | \$25,400.00                       | \$146,991.28                     |              |
| CSC Meeting                |  | 166        | \$57,663.18                             | \$62,160.00                          | \$119,823.18                       | 0         | \$0.00                                | \$0.00                            | \$0.00                           |              |
| Grand Rounds               | Contraception  | 95         | \$159,655.61                            | \$62,587.50                          | \$222,243.11                       | 20        | \$32,487.50                           | \$14,250.00                       | \$46,737.50                      |              |
| Grand Rounds               | Greater Contraceptive Choices for Enhancing Health-Related Quality of Life | 2          | \$3,135.57                              | \$1,600.00                           | \$4,735.57                         | 0         | \$0.00                                | \$0.00                            | \$0.00                           |              |
| Grand Rounds               | HRT  | 1          | \$3,262.13                              | \$750.00                             | \$4,012.13                         | 0         | \$0.00                                | \$0.00                            | \$0.00                           |              |
| Promotional Dinner Meeting |  | 53         | \$158,612.34                            | \$42,705.00                          | \$201,317.34                       | 3         | \$10,527.00                           | \$2,700.00                        | \$13,227.00                      |              |
| <b>Total</b>               |  | <b>583</b> | <b>\$1,327,018.40</b>                   | <b>\$389,217.75</b>                  | <b>\$1,716,236.15</b>              | <b>94</b> | <b>\$317,066.69</b>                   | <b>\$77,837.50</b>                | <b>\$394,904.19</b>              | <b>\$2,1</b> |

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Figure 67

Report List Report

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Region Summary

| Territory | Rep/Div | Last Login Date        | Total Login Count |
|-----------|---------|------------------------|-------------------|
| A         |         | 10/20/2003 2:33:14 PM  | 28                |
| A01       |         | 10/24/2003 4:11:23 PM  | 24                |
| A017000   |         | 10/20/2003 11:20:41 AM | 12                |
| A017002   |         | 9/3/2003 1:12:32 AM    | 11                |
| A017004   |         | 10/29/2003 5:33:52 PM  | 8                 |
| A017008   |         | 10/23/2003 9:37:35 PM  | 17                |
| A017010   |         | 9/22/2003 10:38:23 PM  | 2                 |
| A017012   |         | 10/28/2003 6:51:05 PM  | 11                |
| A017014   |         | 10/16/2003 8:32:10 PM  | 3                 |
| A02       |         | 10/29/2003 6:52:05 PM  | 36                |
| A027016   |         | 10/24/2003 8:27:27 PM  | 13                |
| A027018   |         | 10/24/2003 5:53:47 PM  | 23                |
| A027020   |         | 10/20/2003 10:09:49 PM | 37                |
| A027024   |         | 10/29/2003 7:28:32 AM  | 22                |
| A027028   |         | 10/25/2003 6:14:23 PM  | 19                |
| A03       |         | 10/21/2003 10:32:03 AM | 29                |
| A034020   |         | 6/25/2003 8:47:18 AM   | 10                |
| A037030   |         | 7/16/2003 7:19:37 PM   | 35                |
| A037032   |         | 6/6/2003 5:42:23 PM    | 12                |
| A037034   |         | 10/21/2003 8:39:28 PM  | 6                 |
| A037036   |         | 8/6/2003 9:18:45 PM    | 17                |
| A037038   |         | 7/17/2003 10:36:31 PM  | 8                 |
| A037040   |         | 8/1/2003 3:21:04 PM    | 26                |
| A037042   |         | 10/21/2003 7:02:52 PM  | 4                 |
| A037044   |         | 6/10/2003 11:10:25 PM  | 10                |
| A04       |         | 8/29/2003 11:14:33 AM  | 13                |
| A044005   |         | 10/28/2003 1:47:07 PM  | 8                 |
| A047046   |         | 8/26/2003 11:31:35 PM  | 11                |
| A047048   |         | 8/8/2003 6:30:48 PM    | 12                |
| A047050   |         | 5/16/2003 8:07:53 AM   | 3                 |
| A047052   |         | 6/30/2003 8:45:48 AM   | 7                 |
| A047054   |         | 4/21/2003 10:12:14 PM  | 2                 |
| A047056   |         | 10/17/2003 4:36:28 PM  | 37                |
| A047062   |         | 5/20/2003 6:25:57 PM   | 5                 |
| A05       |         | 10/24/2003 9:37:12 AM  | 70                |
| A054150   |         | 10/5/2003 7:13:48 PM   | 16                |
| A054160   |         | 9/25/2003 8:56:54 PM   | 10                |
| A057064   |         | 4/16/2003 8:01:27 AM   | 3                 |
| A057066   |         | 10/6/2003 10:40:43 AM  | 9                 |
| A057068   |         | 5/16/2003 2:41:46 PM   | 10                |
| A057070   |         | 9/16/2003 9:01:18 PM   | 10                |
| A057072   |         | 9/24/2003 7:47:05 AM   | 10                |

Figure 68

| Session Code | Date     | Time   | Location                    | Host | Moderator | Current Reservations | Actual Attendance | 7-day packet sent |
|--------------|----------|--------|-----------------------------|------|-----------|----------------------|-------------------|-------------------|
| GLX-F3C-3    | 02/08/02 | 6:30PM | Holiday Inn<br>Meridian, MS |      |           | 8                    | TBD               | 02/04/2002        |
| GLX-F5A-2    | 02/13/02 | 6:30PM | Prengers<br>Norfolk, NE     |      |           | 19                   | TBD               | 02/06/2002        |

| Session Code | Date     | Time   | Location                    | Host | Moderator | Current Reservations | Actual Attendance | 7-day packet sent |
|--------------|----------|--------|-----------------------------|------|-----------|----------------------|-------------------|-------------------|
| GLX-F3C-3    | 02/08/02 | 6:30PM | Holiday Inn<br>Meridian, MS |      |           | 8                    | TBD               | 02/04/2002        |
| GLX-F5A-2    | 02/13/02 | 6:30PM | Prengers<br>Norfolk, NE     |      |           | 19                   | TBD               | 02/06/2002        |

1704

1762

02/14/2002

Figure 69

02/14/2002

| Registration    |       | Attendance |       | Registration    |       | Attendance |       | Registration |       | Attendance |       |
|-----------------|-------|------------|-------|-----------------|-------|------------|-------|--------------|-------|------------|-------|
| Status          | Count | Status     | Count | Status          | Count | Status     | Count | Status       | Count | Status     | Count |
| Cancelled       | 20    | 1802       | 1804  | Completed       | 106   |            |       |              |       |            |       |
| Completed       | 106   |            |       | Set-up complete | 7     |            |       |              |       |            |       |
| Set-up complete | 7     |            |       | Total           | 133   |            |       |              |       |            |       |
| Total           | 133   |            |       | 1804            | 1804  | 1810       | 1812  | 1814         | 1815  | 1813       | 1820  |

| Session Code | Date/Time       | Location                               | Host | Host VM Ext | Add. Host | Moderator | Speaker #1 | Speaker #2 | Speaker #3 | Meeting Topic    | Current Reservations | Actual Attendance | Status    |
|--------------|-----------------|--|------|-------------|-----------|-----------|------------|------------|------------|------------------|----------------------|-------------------|-----------|
|              |                 |  |      |             |           |           |            |            |            |                  |                      |                   |           |
| GLX-F1F      | 12/04/01 6:30PM | Laurel Restaurant Boston, MA           |      | 80254       |           |           |            |            |            | Type II Diabetes | 0                    | 0                 | Completed |
| GLX-F3C      | 01/08/02 6:30PM | Schimmel's Jackson, MS                 |      | 87608       |           |           |            |            |            | Type II Diabetes | 5                    | 7                 | Completed |
| GLX-F3C2     | 01/09/02 7:30AM | Jackson Medical Clinic Jackson, MS     |      | 87608       |           |           |            |            |            | Type II Diabetes | 0                    | 0                 | Completed |
| GLX-F3C3     | 02/08/02 6:30PM | Holiday Inn Meridian, MS               |      | 87608       |           |           |            |            |            | Type II Diabetes | 8                    | 0                 | Completed |
| GLX-F3C4     | 01/29/02 6:30PM | Faithope Inn & Restaurant Fairhope, AL |      | 87608       |           |           |            |            |            | Type II Diabetes | 5                    | 11                | Completed |
| GLX-F3F      | 01/17/02 6:30PM | Cypress Charleston, SC                 |      |             |           |           |            |            |            | Type II Diabetes | 12                   | 14                | Completed |
| GLX-F3F2     | 02/01/02 6:30PM | The home of Vivian Clark, MD Union, SC |      |             |           |           |            |            |            | Type II Diabetes | 8                    | 8                 | Completed |
| GLX-F3F3     | 01/25/02 7:00PM | The Peddler Spartanburg, SC            |      |             |           |           |            |            |            | Type II Diabetes | 11                   | 25                | Completed |
| GLX-F3J      | 02/07/02 7:00PM | Antiquarian Restaurant Lakeland, FL    |      | 88142       |           |           |            |            |            | Type II Diabetes | 16                   | 12                | Completed |

Figure 70

02/14/2002

| Meeting Name | Meeting Location | Meeting Date | Meeting Time | Host                        | Moderator | Current Reservations | Actual Attendance |
|--------------|------------------|--------------|--------------|-----------------------------|-----------|----------------------|-------------------|
| GLX-F3C-3    | Meridian, MS     | 02/08/02     | 6:30PM       | Holiday Inn<br>Meridian, MS |           | 8                    | TBD               |

| Session Code | Date     | Time    | Location                                | Host | Moderator | Current Reservations | Actual Attendance |
|--------------|----------|---------|---|------|-----------|----------------------|-------------------|
| GLX-F3C-3    | 02/08/02 | 6:30PM  | Holiday Inn<br>Meridian, MS             |      |           | 8                    | TBD               |
| GLX-F3J      | 02/07/02 | 7:00PM  | Antiquarian Restaurant<br>Lakeeland, FL |      |           | 16                   | 12                |
| GLX-F5A-2    | 02/13/02 | 6:30PM  | Prengers<br>Norfolk, NE                 |      |           | 19                   | TBD               |
| GLX-F5B      | 02/21/02 | 6:00PM  | Many's Steathouse<br>Minneapolis, MN    |      |           | 0                    | TBD               |
| GLX-F5B-2    | 02/20/02 | 6:30PM  | D'Amico Cucina<br>Minneapolis, MN       |      |           | 1                    | TBD               |
| GLX-F5B-3    | 02/21/02 | 7:30AM  | In Progress                             |      |           | 0                    | TBD               |
| GLX-F5B-4    | 02/21/02 | 12:30PM | In Progress                             |      |           | 0                    | TBD               |
| GLX-F5B-5    | 02/20/02 | 2:30PM  | In Progress                             |      |           | 0                    | TBD               |

02/14/2002

Figure 71

| Financial | Non-financial | Reports | Regulatory | Strategic | Advising | Significant |
|-----------|---------------|---------|------------|-----------|----------|-------------|
| Financial | Non-financial | Reports | Regulatory | Strategic | Advising | Significant |

| Session Code | Meeting Date/Time | Location Name                | Host Name | Date Invitation Mailed | Invitation Mailed | Number of Acceptances | Actual Attendance | Roster Returned | Meeting Status  |
|--------------|-------------------|------------------------------|-----------|------------------------|-------------------|-----------------------|-------------------|-----------------|-----------------|
| GLX-F1F-01   | 12/04/01 6:30PM   | Laurel Restaurant            |           | 11/27/2001             | 0                 | 0                     | 0                 |                 | Completed       |
| GLX-F3C-02   | 01/08/02 6:30PM   | Schimmel's                   |           | 12/12/2001             | 9                 | 5                     | 7                 | 01/28/02        | Completed       |
| GLX-F3C-01   | 01/09/02 7:30AM   | Jackson Medical Clinic       |           |                        | 0                 | 0                     | 0                 |                 | Completed       |
| GLX-F3C-02   | 02/08/02 6:30PM   | Holiday Inn                  |           |                        | 9                 | 8                     | 0                 |                 | Completed       |
| GLX-F3C-01   | 01/29/02 6:30PM   | Fairhope Inn & Restaurant    |           | 01/08/2002             | 12                | 5                     | 11                | 02/12/02        | Completed       |
| GLX-F3F-01   | 01/17/02 6:30PM   | Cypress                      |           | 12/03/2001             | 17                | 12                    | 14                | 01/24/02        | Completed       |
| GLX-F3F-02   | 02/01/02 6:30PM   | The home of Vivian Clark, MD |           |                        | 8                 | 8                     | 8                 | 02/11/02        | Completed       |
| GLX-F3F-01   | 01/25/02 7:00PM   | The Peddler                  |           |                        | 34                | 11                    | 25                | 01/29/02        | Completed       |
| GLX-F3J-02   | 02/07/02 7:00PM   | Antiquarian Restaurant       |           | 12/12/2001             | 17                | 16                    | 12                | 02/12/02        | Completed       |
| GLX-F3J-02   | 02/06/02 7:00PM   | DeFrisco's                   |           | 12/12/2001             | 20                | 16                    | 16                | 02/11/02        | Completed       |
| GLX-F5A-01   | 01/26/02 6:00PM   | French Café                  |           | 12/27/2001             | 8                 | 7                     | 5                 | 02/04/02        | Completed       |
| GLX-F5A-02   | 02/13/02 6:30PM   | Prengers                     |           |                        | 19                | 20                    | TBD               |                 | Set-up complete |
| GLX-F5A-03   | 03/15/02 6:30PM   | Minerva's                    |           |                        | 0                 | 0                     | TBD               |                 | Set-up complete |
| GLX-F5B-02   | 02/21/02 6:00PM   | Manny's Steakhouse           |           |                        | 0                 | 3                     | TBD               |                 | Set-up complete |

Figure 72

02/14/2002

|                          |   |
|--------------------------|---|
| Rosters returned         | 91 - 86% (percent of completed meetings)  |
| Total invitations mailed | 1620                                      |
| Total RSVPs              | 685 • 42% (percent of invitations mailed) |
| Average RSVPs            | 7.5                                       |
| Total attendance         | 880 - 128% (percent of RSVPs)             |
| Average attendance       | 9.7                                       |

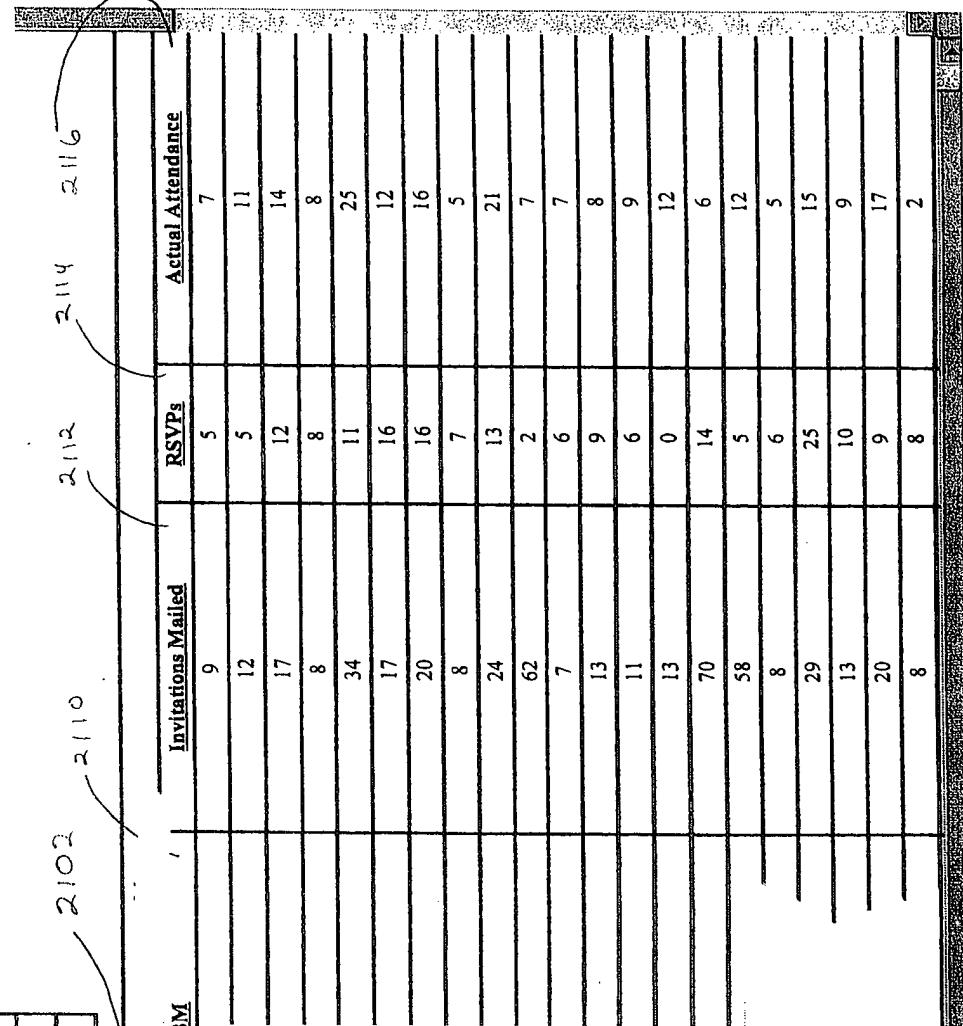


Figure 73

Return Address:      Add a Meeting      Edit Meeting      Profile Edit      Reports      Invitations      Financials

| Meeting Code | Meeting Date/Time    | Speaker Status  | Date Request Received | Date Speaker Confirmed | Date Contract Returned | Date Invitations Mailed | Date 7-day Sent | Date Roster Returned  |
|--------------|----------------------|-----------------|-----------------------|------------------------|------------------------|-------------------------|-----------------|-----------------------|
| GLX-F1F      | 1/24/2001 6:30:00 PM | Completed       | Confirmed             | 1/27/2001              | 1/27/2001              |                         | 11/27/2001      |                       |
| GLX-F3C      | 1/8/2002 6:30:00 PM  | Completed       | Confirmed             | 1/23/2001              | 12/03/2001             |                         | 12/12/2001      | 01/02/2002 01/28/2002 |
| GLX-F3C-2    | 1/9/2002 7:30:00 AM  | Completed       | Confirmed             | 1/23/2001              | 12/03/2001             |                         |                 |                       |
| GLX-F3C-3    | 1/8/2002 6:30:00 PM  | Completed       | Confirmed             |                        | 01/02/2002             |                         | 02/04/2002      |                       |
| GLX-F3C-4    | 1/29/2002 6:30:00 PM | Completed       | Confirmed             | 01/07/2002             | 01/07/2002             |                         | 01/08/2002      | 01/22/2002 01/22/2002 |
| GLX-F3F      | 1/17/2002 6:30:00 PM | Completed       | Confirmed             | 1/26/2001              | 11/30/2001             |                         | 12/03/2001      | 01/10/2002 01/24/2002 |
| GLX-F3F-2    | 2/1/2002 6:30:00 PM  | Completed       | Confirmed             | 1/19/2001              | 01/07/2002             |                         |                 | 01/24/2002 02/11/2002 |
| GLX-F3F-3    | 1/25/2002 7:00:00 PM | Completed       | Confirmed             | 1/19/2001              | 01/07/2002             |                         |                 | 01/18/2002 01/29/2002 |
| GLX-F3J      | 2/7/2002 7:00:00 PM  | Completed       | Confirmed             | 1/20/2001              | 12/04/2001             |                         | 12/12/2001      | 01/30/2002 02/12/2002 |
| GLX-F3J-2    | 2/6/2002 7:00:00 PM  | Completed       | Confirmed             | 1/20/2001              | 12/04/2001             |                         | 12/12/2001      | 01/30/2002 02/11/2002 |
| GLX-F5A      | 1/26/2002 6:00:00 PM | Completed       | Confirmed             | 1/20/2001              | 12/26/2001             |                         | 12/27/2001      | 01/21/2002 02/04/2002 |
| GLX-F5A-2    | 2/13/2002 6:30:00 PM | Set-up complete | Confirmed             | 1/20/2001              | 12/12/2001             |                         | 12/13/2001      | 02/06/2002            |
| GLX-F5A-3    | 3/15/2002 6:30:00 PM | Set-up complete | Confirmed             | 1/19/2001              | 01/07/2002             |                         |                 |                       |
| GLX-F5B      | 2/21/2002 6:00:00 PM | Set-up complete | Confirmed             | 01/10/2002             | 01/14/2002             |                         | 01/22/2002      | 02/13/2002            |

02/14/2002

Figure 74

| Client:        |           |
|----------------|-----------|
| Brand:         |           |
| Project:       |           |
| Date:          | 2/14/2002 |
| [Excel Format] |           |

2302

| Meeting Code | Meeting Date | Business Unit | Geography | Meeting Type | Meeting Format | Host | Miscellaneous Honorarium | Attendee Honorarium | (E) Spkr Air | Speaker Expenses | (T) Spkr Honorarium | (E) Spkr Honorarium | Entertainment | Venu Room Fee |
|--------------|--------------|---------------|-----------|--------------|----------------|------|--------------------------|---------------------|--------------|------------------|---------------------|---------------------|---------------|---------------|
| GLX-F1F      | 12/04/2001   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3C      | 01/08/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3C-2    | 01/09/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3C-3    | 02/08/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3C-4    | 01/29/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3F      | 01/17/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3F-2    | 02/01/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$292.40     | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3F-3    | 01/25/2002   |               |           | Promotional  | Dinner Meeting |      | \$19.26                  | \$0.00              | \$263.73     | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3J      | 02/07/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F3J-2    | 02/06/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F5A      | 01/26/2002   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$0.00       | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |
| GLX-F7F      | 12/06/2001   |               |           | Promotional  | Dinner Meeting |      | \$0.00                   | \$0.00              | \$526.00     | \$0.00           | \$0.00              | \$0.00              | \$0.00        | \$0           |

02/14/2002

FIGURE 75

## Detailed Program Costs

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Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:39:38 PM

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| Territory    | Rep/DM | Total Estimated Costs | Total Actual Costs To Date | Estimated Travel    | Actual Travel To Date | Estimated Honoria To Date | Actual Honoria To Date | Estimated AV To Date | Actual AV To Date  | Estimated Meeting Costs To Date | Actual Meeting Costs To Date |
|--------------|--------|-----------------------|----------------------------|---------------------|-----------------------|---------------------------|------------------------|----------------------|--------------------|---------------------------------|------------------------------|
| A            |        | \$240,127.85          | \$187,438.93               | \$14,905.00         | \$4,085.50            | \$66,050.00               | \$72,850.00            | \$13,788.77          | \$7,099.65         | \$102,935.08                    | \$103,403.78                 |
| B            |        | \$340,916.33          | \$306,891.24               | \$25,903.01         | \$20,377.54           | \$96,700.00               | \$97,300.00            | \$18,003.64          | \$10,880.54        | \$171,903.68                    | \$170,343.16                 |
| C            |        | \$222,324.13          | \$193,578.55               | \$22,981.03         | \$21,603.83           | \$71,225.00               | \$69,725.00            | \$10,627.12          | \$4,552.12         | \$101,593.98                    | \$97,897.80                  |
| D            |        | \$214,889.59          | \$180,190.99               | \$17,455.96         | \$12,977.05           | \$60,125.00               | \$60,475.00            | \$9,231.33           | \$5,702.55         | \$101,004.67                    | \$101,036.39                 |
| E            |        | \$289,879.84          | \$254,435.23               | \$22,238.10         | \$12,541.24           | \$92,199.85               | \$94,199.85            | \$17,483.12          | \$15,348.80        | \$129,869.88                    | \$132,345.34                 |
| <b>Total</b> |        | <b>\$1,306,195.64</b> | <b>\$1,122,544.94</b>      | <b>\$103,481.10</b> | <b>\$71,105.16</b>    | <b>\$386,298.81</b>       | <b>\$384,540.82</b>    | <b>\$49,024.99</b>   | <b>\$14,531.66</b> | <b>\$977,712.68</b>             | <b>\$972,240.23</b>          |

Figure 76

**CME Rep. Agreement**

|    | A        | B         | C          | D         | E                   | F |
|----|----------|-----------|------------|-----------|---------------------|---|
| 1  | District | Territory | First Name | Last Name | Rep Agreement Rec'd |   |
| 2  |          | F-NSD     |            |           |                     |   |
| 3  | A        | A01       |            |           | 1/21/2003           |   |
| 4  | A        | A02       |            |           |                     |   |
| 5  | A        | A03       |            |           | 1/15/2003           |   |
| 6  | A        | A04       |            |           | 1/14/2003           |   |
| 7  | A        | A05       |            |           |                     |   |
| 8  | A        | A06       |            |           | 1/21/2003           |   |
| 9  | A        | A07       |            |           |                     |   |
| 10 | A        | A08       |            |           | 1/13/2003           |   |
| 11 | A        | A09       |            |           | 1/15/2003           |   |
| 12 | A01      | 4010      |            |           | 1/13/2003           |   |
| 13 | A01      | 7000      |            |           | 1/14/2003           |   |
| 14 | A01      | 7002      |            |           |                     |   |
| 15 | A01      | 7004      |            |           | 1/13/2003           |   |
| 16 | A01      | 7008      |            |           | 1/14/2003           |   |
| 17 | A01      | 7010      |            |           | 1/13/2003           |   |
| 18 | A01      | 7012      |            |           |                     |   |
| 19 | A01      | 7014      |            |           |                     |   |
| 20 | A02      | 4210      |            |           | 1/14/2003           |   |
| 21 | A02      | 7016      |            |           | 1/13/2003           |   |
| 22 | A02      | 7018      |            |           |                     |   |
| 23 | A02      | 7020      |            |           | 1/13/2003           |   |
| 24 | A02      | 7022      |            |           | 1/15/2003           |   |
| 25 | A02      | 7024      |            |           | 1/13/2003           |   |
| 26 | A02      | 7026      |            |           | 1/14/2003           |   |
| 27 | A02      | 7028      |            |           | 1/13/2003           |   |
| 28 | A03      | 4020      |            |           | 1/15/2003           |   |
| 29 | A03      | 7030      |            |           |                     |   |
| 30 | A03      | 7032      |            |           | 1/13/2003           |   |
| 31 | A03      | 7034      |            |           | 1/15/2003           |   |
| 32 | A03      | 7036      |            |           |                     |   |
| 33 | A03      | 7040      |            |           | 1/13/2003           |   |

Figure 77

| Meeting Name | Action | Meeting Type | Location | Participants | Present | Invited |
|--------------|--------|--------------|----------|--------------|---------|---------|
|              |        |              |          |              |         |         |

2402

|   |
|---|
| Fulfillment Menu                        |
| Select a Meeting:                       |
| <b>GLX-F3F --- 1/17/2002 6:30:00 PM</b> |

2404

Figure 78

02/14/2002

|  |        |
|--|--------|
| • Fulfillment Items                        |        |
| • CSV File                                 | — 2502 |
| • Attendee CSV File                        | — 2504 |
| • 2 day Venue Confirmation                 | — 2506 |
| • 7-day cover memo                         | — 2508 |
| • Cancellation Fax                         | — 2510 |
| • Cancellation Notice                      | — 2512 |
| • Custom Invitation                        | — 2514 |
| • DM/Speaker Confirmation - 1 speaker      | — 2516 |
| • DM/Speaker Confirmation - 2 speakers     | — 2518 |
| • Generic Invitation                       | — 2520 |
| • Local Speaker Thank You Letter           | — 2522 |
| • National/Single Speaker Thank You Letter | — 2524 |
| • Reminder Fax                             | — 2526 |
| • Request for Receipt                      | — 2528 |

FIGURE 79

02/14/2002

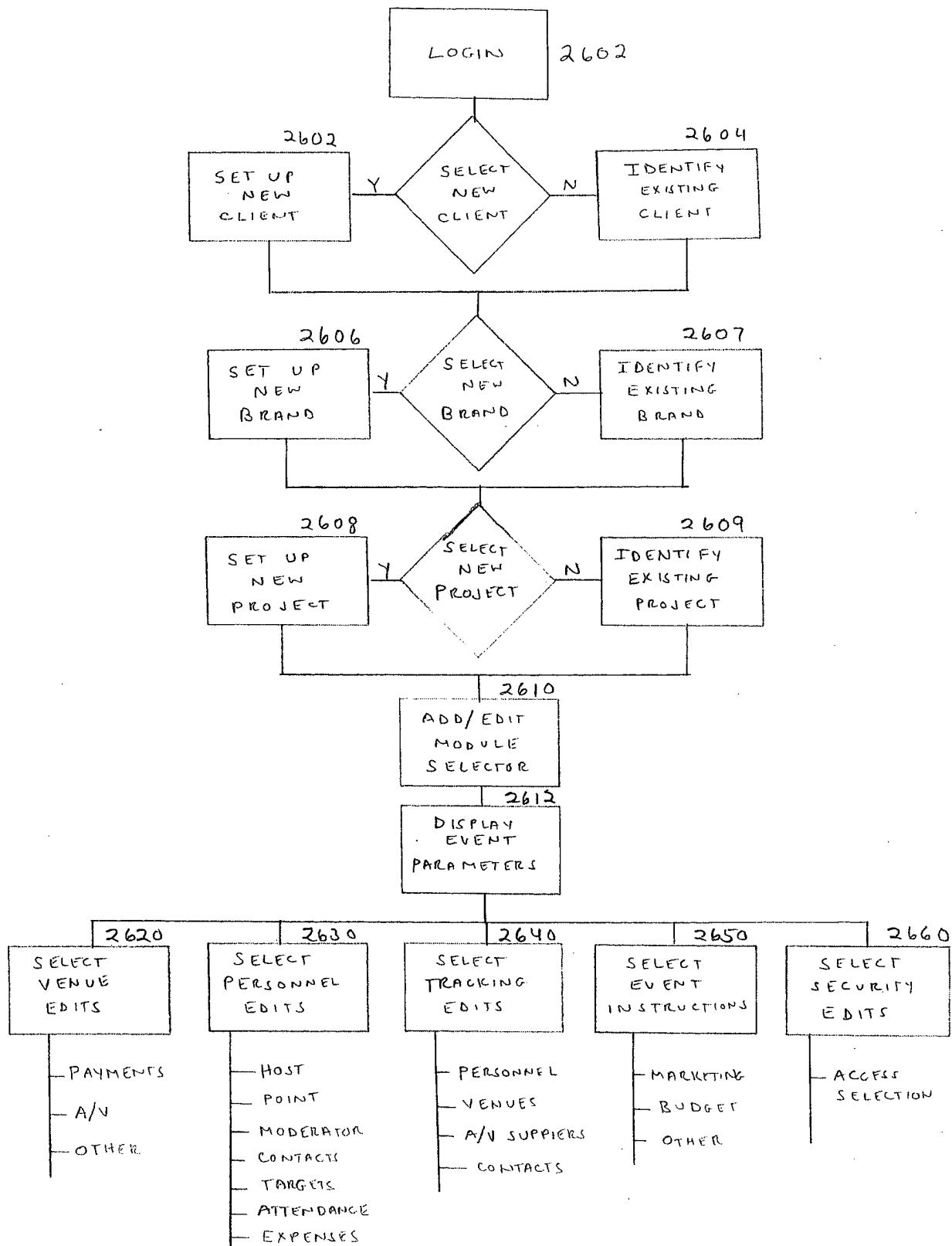


FIGURE 80

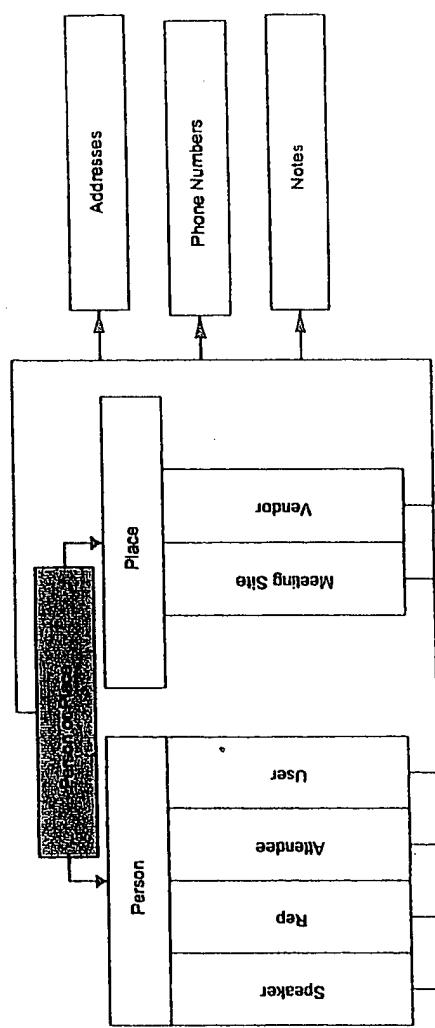


FIGURE 6B(1)

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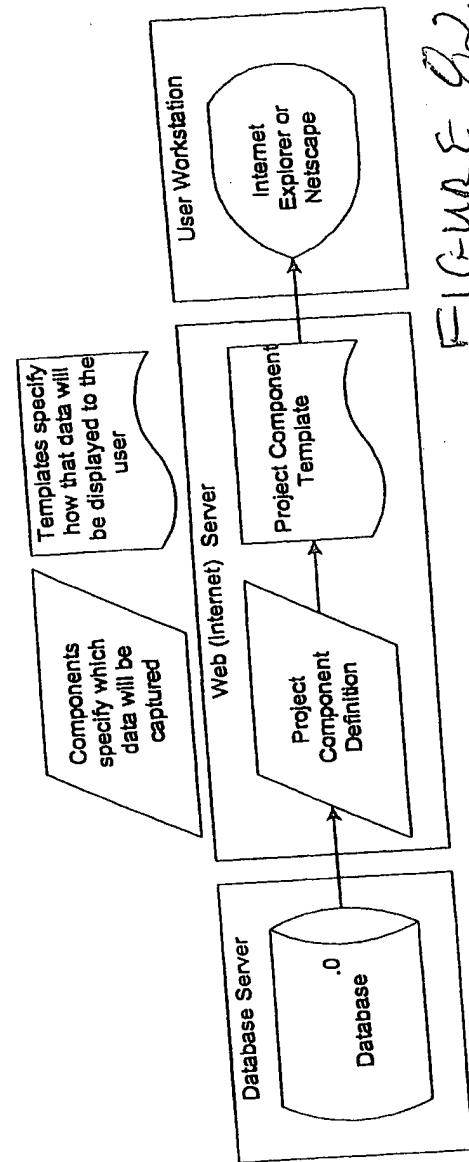


FIGURE 8.2

FIGURE 83

